

Osama REFAAT



Jeddah - Saudi Arabia

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OBJECTIVE

Senior Product Specialist with a diverse experience in medical consumables of respiratory and anesthesia products, seeking a new challenge and career path development in a healthy environment where I can contribute significantly to the corporate success and add to my experiences.

EDUCATION

Alexandria University

Bachelor of Commerce

1994 - 1998

WORK EXPERIENCE

Medtronic (COVIDIEN) RMS - Salehiya Co.

Senior Product Specialist.

Western and Southern Region - Saudi Arabia.

Apr 2015 - Present.

Responsibilities:

- Work with SGH (31, 32, 33, 34) and NUPCO quotations & delivery.
- Developing customer base and achieving periodical sales targets for Medtronic consumable products of respiratory and anesthesia.
- Configure different respiratory or anesthesia sets as per end-user requirements.
- Prioritize goals in the sales territory based on customer and the company needs and achieve periodical sales targets.
- Schedule and execute onsite sales appointments and presentations in person.
- Regular visits and follow-ups to respiratory therapists and OR technicians and ICU staff.
- Configuration of quotations as per end-user requirements for ICU and OR.
- Establishing customer reference centers for developing further business prospects.
- Liaise with manufacturer and warehouse for timely delivery of goods.

Medtronic (COVIDIEN) RMS - Salehiya Co.

Product Specialist.

Western and Southern Region - Saudi Arabia.

Apr 2010 - Mar 2015

AlRaedah International Co.

Sales Specialist.

Riyadh - Saudi Arabia.

Jun 2003 - Mar 2010

El-Nasr Wool & Selected Textiles Co. (STIA).

Export Sales Representative.

Alexandria - EGYPT.

Dec 2000 - May 2003

Sherif Clothing Co.

Sales Specialist.

Alexandria - EGYPT.

Aug 98 - Dec 2000

COURSES & TRAINING

2020, SAP Cloud 4C Sales Training - Salehiya, Saudi Arabia.

2017, Advanced Commutation Skills - Salehiya, Saudi Arabia.

2016, SAP End User Training - Salehiya, Saudi Arabia.

2015, Respiratory Solutions Fundamental - Medtronic Turkey.

2015, Consultative Skills (for Customer-Driven Sales Conversation) - Medtronic Turkey.

2014, Time Management - Salehiya, Saudi Arabia.

2002, Development of salesmen skills - Cairo, Egypt.

LANGUAGES

Arabic: Mother Tongue.

English: Very good.

PERSONAL DATA

Nationality : EGYPTIAN.

Date of Birth : 18 August 1976

Place of Birth : Alexandria - EGYPT.