

Abdelhady Ahmed

Business Unit Manager

Contact

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Skills

Business planning



Business Development



Financial Management



Staff Management



Sales and marketing



Strategic planning



Negotiation



CV



Encouraging manager and analytical problem-solver with talents for team building, leading and motivating, as well as excellent customer relations aptitude and relationship-building skills. Proficient in using independent decision-making skills and sound judgment to positively impact company success. Dedicated to applying training, monitoring and morale-building abilities to enhance employee engagement and boost performance.

Work History

2015-11 -
Current

Business Unit Manager

Roventis pharma, Sohag - Cairo

Business unit manager at Roventis pharma from 11/2015 till now , responsible for managing a team of 4 district managers and 24 medical reps.

- from may 2022 till now i started to be responsible of rehiring a team of cairo and giza .

- Responsible of achieving 54 percent of company sales 2021

58 percent of company sales in 2020

- Supervised staff of 28 personnel by implementing company policies, protocols, work rules and disciplinary action.
- Defined clear targets and objectives and communicated to other team members.
- Established team priorities, maintained schedules and monitored performance.

2013-01 -
2015-10

Sales Manager

Rovamed pharma, Sohag, SHGS

- Upper Egypt Sales Manager At Rovmed Pharma (Hicare)from (Area : Fayum , Beni-suif , Elmenia ,

Interpersonal
Communication

Excellent

Teamwork and
Collaboration

Excellent

Analytical and Critical
Thinking

Excellent

2011-11 -
2012-12

Area Sales Manager

Roventis pharma, Sohag, SHG

- Area Manager At Roventis Pharma (Hicare) from 1/11/2011 till 31/12/2012 (Area : Fayum , Beni-Suif , Elmenia , Assiut , Sohag , Qena , Luxor and Aswan).(best achiever 2012)
- Collaborated with vendors and built effective partnerships devoted to capitalizing on emerging and sustainable sales opportunities
- Hired, trained and managed sales staff and administered and implemented compensation plan to support area sales goals
- Established strong relationships with major accounts and key decision-makers to increase sales in designated territory

2010-10 -
2011-10

District Sales Manager

Adwia, Sohag

- - District Manager at ADWIA from 1st October 2010 to 1/11/2011 (Area Sohag , Qena , Luxor and Aswan).
- Developed sales strategy based on research of consumer buying trends and market conditions
- Directed sales support staff in administrative tasks to help sales reps close deals
- Worked diligently with dealers and management teams to forge lasting relationships and assist in solving unique business problems

2009-12 -
2010-09

Supervisor

Hicare pharma, Sohag

- Field Force Supervisor at Hi Care Pharmaceutical Co.
- (Launch Of New Products " 8 Products

"Panthovera hair spray – Rivasine Care – Trycogene gel – Proteca Lotion and spray – Ultra feet cream –Viradin facial cleanser – Rivan cream)

- Applied strong leadership talents and problem-solving skills to maintain team efficiency and organize workflows
- Created successful work schedules for each team member to maintain deadlines and fully staff shifts
- Maintained compliance with company policies, objectives and communication goals

2006-12 -
2009-11

Medical Representative

SEDICO, Sohag

- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest product launches
- Visited customer locations to evaluate requirements, demonstrate product offerings and propose strategic solutions for diverse needs
- Showcased product features to customers and discussed technical details to overcome objections and lock in sales
- Tracked customer and supply chain details for precise and timely fulfillment
- Maximized business potential by providing excellent customer service and ensuring [100]% client retention

2002-03 -
2006-10

Medical Representative

Adwia, Sohag

- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest product launches
- Prospected continuously for new potential customers and maintained robust conversion rate
- Developed marketing materials such as case studies and product brochures to promote and educate buyers on product offerings
- Visited customer locations to evaluate requirements, demonstrate product offerings and propose strategic solutions for diverse needs
- Maximized business potential by providing

excellent customer service and ensuring [100]%
client retention

Education

1995-09 -
2000-07

Bachelor of Science: Veterinary Medicine

Faculty of Veterinary Medicine - Assuit , Egypt