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**LinkedIn**: linkedin.com /in /mohamed-ibrahim-mohamed-43224046

**Phone**: +971-501927724

**Date of birth**: 29/6/1976

**Nationality**: Egyptian

**Location**: Dubai, UAE

**Visa Status:** Residence Visa

 **Mohamed Ibrahim Mohamed**

 **Branch Sales Manager**

**Overview**:

Experienced Sales Manager with a demonstrated history of working in the pharmaceuticals industry. Skilled in Market Access, Pharmaceutics, Customer Service, Business Development ,Clinics Management , Sales, Pharmaceutical Sales and Product Launch. Strong sales professional with a bachelor degree focused in Veterinary Medicine from Cairo University.

 **Experience:**

 **From November 2024 till April 2025**

(Defacto Readymade Garments Trading, Fujairah )

**Fujairah Branch Sales Manager**

Responsible for handling any customer complain.

Ensure customers satisfaction at all levels.

Hiring, training,coaching,monitoring and evaluation of the stuff of the branch.

Achieving the daily /monthly target.

Managing stock inventory and stock control.

Maintaining exciting appearance and fixing maintenance issues.

 **From February 2023 till August 2024**

 (Heliopolis Pharma) Egypt

 **Area Sales Manager**

 Responsible for Great Cairo team coaching and sales performance.

 Preparing sales forecast to meet with sales strategy plan and set financial objectives.

 Develop monthly KPIs to monitor the sales force performance.

 Implementing corrective actions in case the sales are below the budget and not aligned with the objectives.

 **From November 2021 till December 2022**

 (Egycan Pharma Group) Egypt

 **Area Sales Manager**

Responsible for Great Cairo team coaching and sales performance.

 Preparing sales forecast to meet with sales strategy plan and set financial objectives.

 Develop monthly KPIs to monitor the sales force performance.

 Implementing corrective actions in case the sales are below the budget and not aligned with the objectives.

 **From June 2019 till November 2021**

 (Biomed for pharmaceutical industries) Egypt

 **Area Sales Manager**

 Responsible for Giza team coaching and sales performance.

 Preparing sales forecast to meet with sales strategy plan and set financial objectives.

 Develop monthly KPIs to monitor the sales force performance.

 Implementing corrective actions in case the sales are below the budget and not aligned with the objectives.

 **From June 2018 till June 2019**

 (Tag Pharma) Egypt

 **Giza District Sales Manager**

Responsible for Giza team coaching and sales performance.

 Preparing sales forecast to meet with sales strategy plan and set financial objectives.

 Develop monthly KPIs to monitor the sales force performance.

 **From June 2017 till June 2018**

 (Paxal Pharma) Egypt

 **Cairo District Sales Manager**

 Responsible for Cairo team coaching and sales performance.

 Preparing sales forecast to meet with sales strategy plan and set financial objectives.

 Develop monthly KPIs to monitor the sales force performance.

 Implementing corrective actions in case the sales are below the budget and not aligned with the objectives.

 **From February 2006 to May 2017**

 (Allergan Scientific Office) Egypt

 **Senior Territory Manager**

 Responsible for Great Cairo sales performance and medical promotion for company products portfolio.

 Act as Field Trainer for new product specialists.

 Responsible for indoor & outdoor training for new product specialists.

 Preparing sales forecast to meet with sales strategy plan and set financial objectives.

 **From July 2000 till February 2006**

 (Amoun Pharmaceuticals Company) Egypt

 **Senior Medical Representative**

 Responsible for sales performance and medical promotion for company products in assigned territories.

**Education:**

Diploma Degree of Microbiology. Veterinary Medicine Faculty. Cairo University 2006

Bachelor Degree of Veterinary Medicine Faculty. Cairo University 1999

 **Skills:**

Microsoft Office Suite

CRM Program

Professional Selling Skills

Time Management Skills

Problem Solving Skills

Key Account Management Skills

Leadership Skills

Communication Skills

Negotiation Skills

 **Languages:**

Arabic (Native)

 English (Advanced Level)