

# HATEM MOHAMED ATTIA

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## Objective

- Qualified and experienced professional, with 15 years of progressive experience, in Sales & Account Management, in the pharmaceutical field in Saudi Arabia and Egypt. Proven experience in sales & sales management and managing customers, sales forecasting, creating and expanding sales pipeline, Direct Sales, negotiating and closing deals, building effective sales strategies and business planning, and providing excellent customer service. Committed leader with excellent problem solving, organizational, and time management skills. Applies the principle “Accept Challenges, Adapt Changes” to maximize career opportunities in an innovative environment.

## Experience

1-Store manager at Hedeya mega store Maadi From nov 2022 until now.

2-Store manager at Hedeya in open air Mall madinaty From jul 2022.

3-Deputy Branch manegar at Hedeya mega store New Cairo From may 2022.

4- Sale Officer at Al Mongez Auto Motives ( Giza Branch) for 2022.

5-Store Manager at Seif stores (golf City mall obour )from 2020 TO jan 2022.

6-purchase Manager at seif group from jan 2017 to 2024 .

7-Branch Manager at seif group (new cairo) From oct 2017 To 2020.

## **8- Deputy Branch Manager at Seif Group (new cairo) From Oct 2015 to Oct2017:**

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- I'm responsible for handling the provision of goods missing.
- Audit cash transactions after closing any shift.
- After appointed me at the branch, I achieve the target and it is the first time to this branch to accomplish target.

## **9- Branch Manager/ Rania pharmacy (Rehab city Branch) from July 2015 to Oct 2015:**

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### **10-Kay account manager /El shoailah Pharma (KSA) From Jan 2013 to may 2015**

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**I am responsible for managing a lot of accounts:**

**Pharmacies:**

- Nahdi pharmacy KSA. from Jun 2009 to May 2015
  - I was responsible for everything you can imagine in Nahdi . Nahdi is a big world in pharmacy field.
  - Responsible for all orders, negotiation, dealing and pushed items.
  - Responsible for dealing with calculations part and follow up collection.
  - Responsible for following up 300 pharmacies in Jeddah.
  - Responsible for motivating pharmacists.
- I start dealing with Nahdi (HYPOL SYRUP) 10,000 packet in a year by the time with hard effort reached to 50,000 packet in a year about (3500000 sr)
  - I persuaded them with a new product (BABYCUT) by the time it became the first one in his category so they asked to added it to pushed items reached to (80000 packet) about (2000000 sr) in a year.

## **11-SUPERVISOR /EL Shoailah Pharma (KSA) from 20008 to 2013.**

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- United pharmacy KSA (responsible for orders, negotiation, dealing, calculation and collection).
- Al Mugtama pharmacy KSA.
- Tadawi pharmacy Group.
- Noura pharmacy.
- Oxygen pharmacy.

#### **-HOSPITALS:**

- DR /Erfan hospital Jeddah.
- DR /Soliman Fakieh hospital
- Saudi German Hospital.
- DR. Ghasan Feron.
- New Jeddah Hospital.

## **Education**

- Zagazig University, Faculty of Commerce, Egypt May 2007 Bachelor's Degree in Commerce.

## **Achievements & Personal Skills**

- Follow-up group Nahdi Pharmacies for sale, collection and observer agreements annual ITEMS •
- Sale - Debt Collection Follow-up area south of the kingdom. •
- Follow-up customer area of Jeddah •
- Have the ability to work as a cooperative team member with positive minded opened to new • ideas, Approaches, Processes and genuine listener.
- Energetic, patient, hard worker, Ambitious, Self-motivated and effective at motivating others, • Strong work ethic.
- Active, Enthusiastic, Sociable, have the ability to work under pressure, Time management and • well organized with ability prioritize / set goals.
- Excellent communication, Negotiation, Documentation and interpersonal skills with proven ability to • build effective working relationships.
- Problem solver under a variety of conditions and displays strong level of drive and determination to • achieve high goals.

## **PERSONAL DETAILS.**

Nationality	:	Egyptian
Date of Birth	:	15 <sup>th</sup> Nov 1982
Marital Status	:	Married
Languages	:	Good in English & Fluent in Arabic
Driving License	:	EGYPT & KSA
Military Status	:	Exempted