

Abdulrahman Gamal Moussa

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PROFESSIONAL SUMMARY

Sales and collection specialist with 1 year of experience in pharmaceutical and nutraceutical products (OTC & pharmacies), with strong skills in sales, client relationship management, and collection. Additionally, over 3 years of proven expertise in the printing and packaging industry, managing sales operations, leading teams, and negotiating with clients. Consistently achieved business targets across both medical and industrial sectors.

Professional experience

- **Sales Representative (OTC) – Experts of Science (SEC) | Jeddah – Present**
 - Promoting and selling OTC pharmaceutical products to pharmacies and medical centers in Jeddah and Riyadh
 - Managing sales, collection, and distribution operations to ensure timely delivery and customer satisfaction
 - Successfully built strong relationships with major pharmacy chains such as Al Nahdi, Al Motaheda (United), Zahret Al Rawdah, Shams Pharmacies, and Sanad Pharmacies within a short period
 - Expanding the client network by establishing partnerships with independent pharmacies and healthcare companies
 - Contributing to market expansion and consistent revenue growth through efficient sales strategies and client engagement
 - **Sales Operations Supervisor – Fekra Printing | Egypt – Jan 2024 to Apr 2024**
 - Managing sales of paper, carton, and plastic packaging products
 - Setting sales targets and purchase pricing
 - Leading and motivating a team of 6+ sales representatives
 - Coordinating with production to ensure quality and on-time delivery
 - **Sales Representative – Fekra Printing | Egypt – 2021 to 2023**
 - Selling printed packaging products (paper bags, duplex cartons, plastic rolls)
 - Preparing quotations and providing technical advice to clients
 - Expanding client base in the food and retail sectors
 - Building long-term relationships and increasing customer retention
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Skills

- Sales operations and pricing management
- Strong background in printing and packaging (paper, plastic, carton)
- B2B sales and client engagement
- Negotiation and deal closing
- Team leadership and performance improvement
- Proficient in CRM software, Microsoft Word, and Excel

Languages:

- **Arabic:** Native
- **English:** Very Good

EDUCATION

Bachelor's degree in library and information systems

- Faculty of Arts, Kafr El-Sheikh University (Class of 2023)

Certifications & Training

- ICDL Certification - Kafr El-Sheikh University
- Advanced Sales Management Course - Faculty of Commerce

Key Achievements:

- Within just 60 days in Jeddah, it achieved double the collection results compared to the previous performance in the region.
- Increased sales performance at Al Motaheda Pharmacies in Taif by a significant percentage, contributing to higher market share and stronger client relationships