

Mohamed Elsayed Abdelnaby Ali

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Professional Summary

Accomplished pharmaceutical and healthcare sales professional with over 15 years of proven success in sales management, product registration, regulatory compliance, and stakeholder engagement. Demonstrated ability to drive commercial success through innovative market strategies, team leadership, and strong customer relations. Experienced in launching medical devices and pharmaceutical products across Egypt and the Gulf region, with deep understanding of regulatory frameworks and healthcare market dynamics.

Education

Bachelor of Pharmacy, Alexandria University, Egypt – 2007

Professional Experience

Key Account Manager | Infinity Health Care – Alexandria, Egypt | Sep 2021– Apr2025

- Spearheaded the promotion of cutting-edge medical devices (Mydrad) and Bayer contrast media, leading to consistent annual revenue growth.
- Oversaw full-cycle sales order processing, ensuring accurate documentation and seamless delivery to key accounts.
- Developed tailored sales strategies and client engagement plans that contributed to market share expansion.
- Built and nurtured long-term relationships with key healthcare professionals, radiologists, and procurement departments.
- Mentored junior sales representatives and provided ongoing training to enhance product knowledge and sales performance.
- Conducted market analysis to identify new opportunities and competitive positioning.

Product Registration & Compliance Specialist | Alshaya Egypt – Cairo, Egypt | Jul 2019 – Aug 2021

- Managed the end-to-end regulatory submission process for pharmaceutical and cosmetic products.
- Worked closely with regulatory authorities to ensure timely approval and renewal of product licenses.
- Ensured product documentation, labeling, and packaging met all local regulatory and compliance standards.
- Collaborated with quality assurance and marketing teams to ensure compliant product launches.
- Developed internal SOPs to streamline the registration process and reduce turnaround times.

Product Specialist | Seven Seas – Riyadh, Saudi Arabia | Sep2010 – May2019

- Promoted a portfolio of nutraceuticals including multivitamins, Coenzyme Q10, and Osteoguard to healthcare providers.
- Built a loyal client base by delivering high-impact product presentations and personalized support to physicians and pharmacists.
- Executed territory coverage plans and consistently exceeded sales targets. Organized CME events and educational workshops to increase product awareness and acceptance.
- Conducted competitor analysis to support marketing strategies and promotional campaigns.

Product Specialist | Bayer Schering Pharma – Alexandria, Egypt | 2007 – 2010

- Championed the promotion of women's health products including Yasmin, Gynera, and Mirena to gynecologists and healthcare providers.
- Delivered scientific presentations and product detailing that contributed to increased market penetration and prescription rates.
- Maintained accurate records of sales activities and customer interactions using CRM tools.
- Played a key role in regional product launches and coordinated with cross-functional teams for marketing execution.
- Built strong professional relationships with key opinion leaders and hospital administrators.

Key Skills

- Strategic Sales Planning and Execution

- Regulatory Compliance and Product Registration
- Stakeholder Engagement and Relationship Management
- Team Leadership and Training
- Presentation and Negotiation Skills
- Market Research and Competitor Analysis
- CRM and Sales Reporting Tools

Certifications & Training

- Product Management Essentials
- Advanced Communication Skills
- Leadership Development Program
- Regulatory Affairs Workshop – Local and International Practices

Languages

- Arabic: Native
- English: Fluent