

Eslam Mohamed Ali Kotb

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- Mobile : 00966544286618
- Nationality : Egyptian
- Marital Status : Married
- Transferable Iqama : Available
- Gender : Male



Objective:

Acquiring a challenging career opportunity, related to my field of experience and education in the sales marketing within a reputable dynamic organization enabling me to utilize my capabilities to the maximum and enrich my knowledge and practical experience which will make a positive contribution to the company.

Skills and Knowledge:

- Excellent sales and negotiation skills.
- Excellent communication and networking skills.
- Good planning and organizational skills.
- Self-motivation, drive and initiative.
- Commercial and business awareness.
- Time management.
- Ability to understand and present clinical data.
- Adaptability, for coping with frequent changes in products and health care systems.

Brief of Working Experience:

- Medical representative in Egy Phar Company on Antibiotics line (September, 2008 till October, 2009).
- Medical representative in Novartis Pharma Company on Internal medicine line (November, 2009 till February 2013).
- District Manager in Healthy care Egypt Pharma Company on Dermatology line (March, 2013 till July, 2025).

Job Responsibilities and Achievements:

- Performing the full sales marketing responsibilities.
- Plan and coordinate business operations to achieve financial goals.
- Perform resource allocation, workload assignment and schedule management for assigned projects.
- Manage a team of professionals on daily basis to meet or exceed company objectives.
- Identify skill gaps and schedule trainings to team members.
- Address team concerns and provide direction whenever needed.
- Ensure that all business operations are done in accordance with company standards.
- Resolve all customer issues and ensure to provide outstanding customer services.
- Conduct performance evaluation of team members and provide feedback for improvements.
- Build strong working relationships and maintain effective communications with team members.
- Identify business challenges and suggest appropriate action plans.
- Develop new business strategies for business growth and revenue generation.

Education:

- Bachelor of pharmaceutical science, Alexandria university (June, 2008).
- Grade: Good.

Training and Courses:

- Pharmacy Training Academy.
- First Aid Course.
- Selling Skills Course in Novartis Pharma.
- A-B Model Course in Novartis Pharma.
- Well to Win Course in Novartis Pharma.
- Performance Frontier Course in Novartis Pharma.
- Running Successful Meeting Course in Novartis Pharma.

Computer skills

- **Windows** : Excellent
- **Internet** : Excellent
- **MS Word** : Excellent
- **MS PowerPoint** : Excellent
- **MS Excel** : Excellent

Languages:

- **Arabic** : Mother Tongue
- **English** : Fluent