

AHMAD KASSAB

Sales and Collection Rep | Pharmaceutical Expert.

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Egyptian

SUMMARY

Senior Sales and collection rep. with 13 years of experience in the pharma industry, skilled in driving sales growth, High performing sales deals, and optimizing market reach for a leading company. Proven expertise in territory management, building strong client relationships, and executing successful sales strategies. Known for a deep understanding of the pharmaceutical market, maintaining high standards of compliance, and consistently achieving or exceeding sales targets.

EXPERIENCE



Senior Sales and Collection Representative

Hodaithy Intrnational Group

2024 - Present Southern Region, KSA

https://www.hodaithy.com/

A pioneer in the pharmaceutical and medical equipment fields

- Built and maintained relationships with healthcare professionals and pharmacies, achieving sales targets consistently.



Senior Sales and Collection Rep.

Dallah Pharma

2017 - 2024 Southern Region, KSA

https://www.dallahhealth.com/

A pioneer in the pharmaceutical and medical equipment fields

- Conducted market research to stay informed about competitor activities and adjust approaches as needed.
- Oversaw product launches within the territory, coordinating with clients to ensure successful rollouts.
- Developed strategic plans for territory expansion and optimized route planning to maximize coverage in the southern Saudi Arabia region.
- Collaborated closely with regional managers to implement effective sales strategies, contributing to significant market share growth.
- Demonstrated in-depth product knowledge, becoming a trusted source of information for clients.



Sales and Collection Representative

Dallah Pharma

2011 - 2016 Southern Region, KSA

https://www.dallahhealth.com/

A pioneer in the pharmaceutical and medical equipment fields

- Built and maintained relationships with healthcare professionals and pharmacies, achieving sales targets consistently.
- Conducted product presentations and educated clients on product benefits and uses
- Identified potential clients and expanded the customer base in the assigned territory.
- Delivered exceptional service, ensuring high customer satisfaction and repeat business



Sales Representative

AI Sifa Trading Co. LTD

2010 - 2011 Egypt

A pioneer in the petrochemical products.

- Conducted regular market assessments to understand client demands, competitors, and potential growth opportunities in the petrochemical sector.
- Developed and maintained strong relationships with industrial clients, focusing on the effective promotion and sale of petrochemical products.

EDUCATION



BS in COMMERCE

Mansoura University

2005 - 2009 Mansoura, Egypt

- Accounting Section.
- https://www.mans.edu.eg

KEY ACHIEVEMENTS



Successful Product Launch

being a part of launching new products , achieving 120% of target sales.



Key Account Acquisition

Successfully negotiated contracts with 10 new healthcare facilities, significantly expanding market presence.



Risk Management

Managed risk assessment processes, identifying and mitigating potential compliance issues.



Enhanced Client Retention

Achieved high client retention rates by providing exceptional post-sales support and addressing client needs effectively

SKILLS

Risk Management

Work In Team

Market Analysis

Negotiation

Client Relationship Management

Microsoft Office

Strategic Planning

Detailed Oriented

Time Management

Customer Relationship Management

Financial Acumen

Sales Skills

COURSES



Professional Sales Strategies

Focused on innovative sales techniques and strategies , provided by IPM.



Creative problem solving

Developing innovative solutions through structured brainstorming, critical thinking, and decision-making techniques.



Engilsh Conversation Course

Improve speaking and listening skills through real-life conversational practice.

LANGUAGES

Arabic

Native ●●●●●

English

Advanced ●●●●●