

# MOHAMED SALAH

Address : Cairo – Egypt

Saudi Driving License

Sales Supervisor

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## SUMMARY

Results –driven Sales Supervisor with over 17 years of experiences in the pharmaceutical industry across Saudi Arabia. Proven track record of leading sales teams, driving revenue growth, and achieving ambitious targets, including a SAR 100 million sales and collection goal. Skilled in building strong client relationships with hospitals, clinics, chain pharmacies, and sub-agents, while promoting global pharmaceutical brands such as Bayer, Apotex, Acino m and Julphar. Recognized for leadership, negotiation, and market expansion strategies that consistently deliver results.

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## EXPERIENCE

### Sales Supervisor - Cigalah Group, Riyadh

Branch

Jul 2014-Jul 2023

- Led a team of sales representatives covering hospitals, clinics, chain pharmacies, and sub-agents.
- Supervised day-to-day sales operations and ensured sales targets were achieved.
- Developed and maintained strong relationships with healthcare institutions.
- Supported market penetration strategies and improved product visibility.
- **Achieved a sales and collection target of SAR 100 million, promoting and managing product lines for major international companies including Bayer, Apotex, LIPTS, Acino, Ram Pharm Previa, Enoya, Derma E, and Tosara.**

### Sales Representative - Cigalah Group, Jeddah

Branch

Jun 2006-Jul 2014

- Managed sales coverage for hospitals, clinics, chain pharmacies, and sub-agents.
- **Promoted and sold Julphar company products across key healthcare channels.**
- Built and maintained strong client relationships to drive repeat business.
- Consistently met and exceeded sales targets.
- Supported product launches and marketing initiatives in the healthcare sector.

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## EDUCATION

### Bachelor of Commerce.

Menoufiya University.

May 2003

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## TRAINING & CERTIFICATION

Sales Management Training | **HARVEST.**

Mar. 2017

Problem solving & decision making | **CREATIVO Business Support Consultancy.**

May. 2015

Account Management | **MERL.**

Mar. 2007

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## SKILLS

- Sales Strategy & Business Development
  - Team Leadership & Performance Management
  - Negotiation & Deal Closing
  - Customer Relationship Management (CRM)
  - Pharmaceutical Product Promotion
  - Market Expansion & Territory Management
  - Key Account Management (Hospitals, Clinics, Pharmacies)
  - Sales Forecasting & Target Achievement
  - Communication & Interpersonal Skills
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## LANGUAGES

Arabic : Mother Language.

English : Proficient.