

MOHAMED Y. ABD EL-HAKIM



Address: Road 2733, Bldg 1527
Block 327, Flat 51
Adlyia, Manama

Mobile (Bahrain): +973-33767890
E-Mail: drmyoyo@hotmail.com
LinkedIn: [Mohamed Yossry | LinkedIn](#)

<u>Profile:</u>	Experienced, self-motivated sales and marketing professional with a track record of consistently meeting and exceeding established goals and objectives related to sales management, marketing, and client relations. Skilled in building long-term relationships with all the representatives of both the internal and external business environments. Achieved significant results related to promoting organizational growth and self-development, securing the necessary industry-related objectives, and increasing the overall customers volume. Motivated and ambitious with excellent interpersonal skills, relationship management, communication, and presentation skills.
<u>My major strength is focused on:</u>	<ul style="list-style-type: none"> - Time Management - Situational Analysis - Positivism and Flexibility - Teamwork

Education:			GPA
2002/2003	6 th OCTOBER UNIVERSITY	BACHELOR'S DEGREE IN PHARMACY BSc	GOOD
1999	PORT SAID LANGUAGES SCHOOL	HIGH SCHOOL DIPLOMA	93.5%

Training Course	Place	Course's Main Topic
CIM professional diploma in marketing Key account management Assertive communication skills Core Selling Skills Advanced selling skills Presentation skills Effective communication skills	Bahrain (BIBF) Dubai Bahrain Egypt Egypt Egypt Egypt	Marketing Sales & Relationship management Sales Sales Sales Sales Sales
ICDL training program	Egypt	Computer Applications - MS Office: Word, Excel, PowerPoint, etc. - Internet applications

<p><u>Work Experiences</u></p> <p>MAM Pharmaceutical & Trading W.L.L.</p>	<p style="text-align: center;">Marketing Director</p> <p style="text-align: center;">November.2016 – April.2021 Bahrain</p>
<p>Duties& Responsibilities:</p>	<ul style="list-style-type: none"> ❖ Managing MAM business in Bahrain including Business Development, Marketing Strategies, and regulations. ➤ Company’s marketing and communications strategies and overall branding and image. ➤ prepare annual marketing plans, create a calendar of campaigns and events, set the marketing budget, and analyze the market and competitors. ➤ Business development by identifying business opportunities and explore for products that fit with each business opportunity. ➤ Communicate with the company partners outside Bahrain and align the marketing & commercial strategies and plan. (14 companies from 8 countries) ➤ Managing the tender business through our partners outside Bahrain achieved 700+K Bahraini Dinars. ➤ Launching and managing the first pharmacy mobile application in Bahrain. ➤ Point of contact with NHRA and manage all the regulatory aspects, including company licensing and registered 40+ Products. ➤ Support the commercial team with KOLs doctors and Purchasers.
<p><u>Work Experiences</u></p> <p>NewBridge Pharmaceutical co.</p>	<p style="text-align: center;">Product Specialist</p> <p style="text-align: center;">June.2012 – October.2016 Bahrain & Oman</p>
<p>Accomplishments:</p>	<ul style="list-style-type: none"> ❖ Managing all NewBridge business in Bahrain including the government, private market, and the local agent. ➤ Responsible for oncology line in Bahrain until June 2013. <ul style="list-style-type: none"> • Listing Sancuso (granisetron) patches in MOH Formulary. • Listing Abstral (fentanyl) sublingual tablets as a non-stock item. ➤ Responsible for CNS & Metabolic care line in Bahrain & Oman achieved 107%. <ul style="list-style-type: none"> • Listing of PYLERA in Bahrain Military hospital formulary. • Listing of PYLERA in King Hammad university hospital. • Launch of VIMPAT (Anti-Epileptic) in Bahrain Market. • Listing of VIMPAT in MOH formulary in Bahrain & Oman. • Launch of NEUPRO (Anti- Parkinson’s disease) in Bahrain Market.

Kordel's Advanced Nutrition.	<p style="text-align: center;">Medical Representative</p> <p style="text-align: center;">Feb.2011 – May.2012 Bahrain</p>
Accomplishments:	<ul style="list-style-type: none"> • Responsible for OTC Line of Vitamins and Food Supplements. • Achieved 98% in 2011.
TABUK Manufacture Pharmaceutical co.	<p style="text-align: center;">Medical Representative</p> <p style="text-align: center;">March.2008 – Feb. 2011 Bahrain</p>
Accomplishments:	<ul style="list-style-type: none"> ❖ Responsible for CVS Line. • Launch of LOTENSE (amlodipine-Ca channel blocker) in Bahrain market (Aug 2009). • Launch of WINEX (cefixime -cephalosporin) in Bahrain market (Jan 2010). • I was promoting NSAID (diclofenac sodium) and PPI (omeprazole) in 2009 and achieved 102 %
Egyptian Group for Drug Trading Co.	<p style="text-align: center;">Medical Representative</p> <p style="text-align: center;">June.2005 – Jan.2008 Egypt</p>
Accomplishments:	<ul style="list-style-type: none"> • Remarkable sales of LORAZ (anti-hypertension-ARBs) in the Egyptian market. • Launch of LMIFEN (anti-fungal-terbinafine HCL) in the Egyptian market. • Best achiever in 2006 by 130%

El Borg Pharmacy	Pharmacy Manager June 2003 – May. 2005	Egypt
Duties& Responsibilities	<ul style="list-style-type: none"> • Leadership of the workers. • Making orders with companies. • Monitoring sales performance in a monthly manner. • Planning for OTC products. • Solving problems of customers and discussing with them what exactly they need. 	

Professional & interpersonal Skills:	
<ul style="list-style-type: none"> • Ability to work independently • Hard and smart worker • Results-oriented • Capable of adaptation to change • Able to work under pressure • Self-motivated • Well-organized and systematic • Skilled in critical thinking and planning. • Capable of solving problems smoothly and effectively. 	Languages - Arabic: Mother tongue. - English: Fluent in speaking, reading & writing

Personal Information:		
Full Name Mohamed Yossry Abd El-Hakim	Date of Birth 12/8/1980	Nationality Egyptian
Status Married	Hobbies Reading & Sport	Bahraini Driving License Valid

All supportive documents will be furnished upon request