Dear Sir/Madam,

**My Job Responsibilities and Duties in:**

Sales / Business Development and Training Management (Pharmaceutical Products, Medical, Aesthetic, Medical Imaging & Surgical Equipment, Derma Care Products and Diagnostic Consumables Fields):

1. Achieve the annual sales target and marketing plan implementations.

2. Participate in setting the annual marketing plan, sales plans operations

and objectives which matching the company’s strategic objectives.

3. Setting the sales forecasting, sales budget and re allocation the

resources.

4. Analyze the YTD.sales achievement and the market plan

implementations, evaluate and put priorities.

5. Monitoring and increasing the market share, market growth for the

Products pipelines and manage the market researches.

6. Overseeing and monitoring the sales force activities and control the

expenses within agreed budget.

7. Recruit new sales force.

8. Evaluate and appraise the sales force.

9. Leading and building the team.

10. Sales force skills development, training, coaching and motivation with monitoring the

implementation of training courses.

11. Applied the company’s core values and maintain the company’s

image.

12. Organizes the scientific activities.(product launch, scientific

meetings and seminars for the sales force and for the key accounts).

13. Build and develop the communications and relations with key

customers and maintain the customer satisfaction.

14. Market expansion (add new customers in new regions).

15. Problems analysis and solving (with sales force and with

customers).

16. Developing contracts with local partners.

17. Ensuring follow the local regulations and laws.

Regards……



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| ***Khalid A.Khalil*** | | | |
| **C:\Users\DELL\Desktop\modern_touch_phone_mobile[1].png +973 39209696 (Bahrain)**  **C:\Users\DELL\Desktop\email-icon-vector-9iR4L8xie[1].jpg E-mail: khalid.khalil6910@yahoo.com**  **C:\Users\DELL\Desktop\LinkedIn-large-logo[1].jpg Khalid KHALIL** | | | |
| **Personal Informations:** | | | |
| Nationality: | Jordanian | Marital Status: | Married |
| Date of Birth: | 1971 | Place of Birth: | Kuwait |
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| **Sep,91 - Jan,96**    June,90 | **Education:**  **Bachelor Degree in Science of Pharmacy,**  **Amman Al Ahliyya University, Amman - Jordan**  General Secondary Education Certificate,  Science Section (91.7%),  Al-Ahmadi Secondary School , Ahmadi - Kuwait | | |
| May,15 - Till Now    Jun,13 - Jan,15    Jun,12 - May,13  Feb,10 - Dec,11              Dec,97 - March,08  Apr,96 - Nov,97 | **Experiences:**  **AMSCO - Bahrain**  Manager, Sales (EU.and US.Brands: Medical Equipment, Aesthetic Medical Devices, Derma Care Products, Surgical Instruments, Physiotherapy & Rehabilitation Devices) - Bahrain.  **Thyrocare Technologist Ltd. (TG. Laboratories) - Bahrain**  Manager, Business Development and Training (Outsourcing Medical Diagnostic Test Services) - Bahrain.  **Key Achievements:**  1. Register Thyrocare as outsourcing diagnostic services hub in all private and  MOH. hospitals and centers.  2. Launched the Preventative test profile in all private hospitals.  3. 2 years contract as exclusive outsourcing diagnostic hub with ASRY. & ALBA. Cos.  **Behzad Medical Co.- Bahrain**  Manager, Lab. Division Sales (Lab. Equipment & Consumables) - Bahrain.  **Dar Al Zahrawi Medical Co.- Saudi Arabia**  Manager, Sales and Training (Medical, Surgical, Nuclear and Imaging Divisions) - KSA.  **Medical Equipments:**  Surgical Endoscopy, Gamma Finder Probe, Minimally Invasive Laser / OR. Surgical Instruments / Nuclear Generators & Cold Kits for Imaging, RF. Ablation System / QA. Devices. (Partners: Covedien, WOM., Lemke, DTR., Sun Nuclear, Tontarra).  **Key Achievements:**  1. Established a new division in Jeddah for Surgical and Medical Sectors.  2. Set annual sales target, sales plan and budget.  3. Field coaching and skills development of the sales team.  4. Enlisting Nuclear Generator and cold kits (Imaging) in all National Guard hospitals.  5. Enlisting Nuclear Generator & cold kits (Imaging) in KFS.hospital - Jeddah.  6. Enlisting Nuclear Generator and cold kits (Imaging) in Military hospital - Taif.  7. Enlisting Nuclear Generator and cold kits (Imaging) in MOH. hospitals - Jeddah.  8. Enlisting Nuclear Generator and cold kits (Imaging) in MOH.- Makka.  9. Enlisting single use instruments for OR.in Um Al Qura University hospital - Madinah.  10. Enlisting Minimal Invasive Lithotripsy Laser in King Khalid Univ. hospital - Riyadh.  11. Enlisting Nuclear Generator and cold kits (Imaging) in MOH. hospitals - Riyadh.  12. Enlisting Minimal Invasive Lithotripsy Laser equipment in KFMC. - Riyadh.  **MerckSerono Pharmaceuticals (Germany) - Saudi Arabia**  1. Manager, District Sales and Training - Private & Governmental Sectors ,Central &  Eastern Regions - KSA. (2004 - 2008).  2. Supply chain controller of the products between all branches in parallel with  District Sales Manager position, KSA. (2004 - 2006).  3. Manager, Field Force and Training - Private Sector, Riyadh - KSA. (2001 - 2003).  4. Medical representative, Riyadh - KSA. (1997 - 2000).  **Key Achievements:**  **Diabetes, Cardiovascular, Muscular Nerves, Endocrine and Derma Care Product Lines:**  1. Since 2001, >100% Ach. Vs. annual sales target - Private Sector.  2. Since 2004, > 105% Ach. Vs. annual sales target - Governmental Sector.  3. In 2004 & 2005, >100% Ach. Vs. annual sales target by 50% shortage in  Number of Med. Reps (Sales Force).  4. 115 % Ach.Vs.2006 annual sales target (YTD. Nov.) in Glucovance product  (In Launch Phase since Sep.2004).  5. 102 % Ach.Vs.2007 annual sales target in private sector and 113 % vs. 2007  Target in governmental sector.  6. Since 2004, MERCK Products (Glucovance, Glucophage, Concor,  Neurobion) in Central Region has the highest market share between other  Regions (IMS. Data) - KSA.  7. Neurobion Product in 2005 and 2006 is the market leader (IMS. Data) in  Central Region - KSA. (70 - 72%).  8. MERCK has the highest Market Growth in Central Region (23%) vs.  Total Market (8.3%) and vs.12 multi-national Cos.:  (NOV., PFZ.,GSK., LILLY, BMS., AVTS., ROCHE, JANSSEN-CILAG,  ABBOTT, SOLVAY, ASTRA ZENECA, SCHERING),  According to (SAFAD INDICATOR 2006) - KSA.  9. Registration all MERCK products in all private hospitals in Riyadh - KSA.  10. Registration all MERCK products in 90% of governmental hospitals in  Riyadh (Military Hosp., Security Forces Hosp., National Guard Hosp.,  King Saud University Hospitals, King Faisal Specialized Hosp.).  11. Registration Euthyrox product (year 2005),Concor product (year 2006)  In all Ministry Of Health Hospitals and Euthyrox product (year 2007) in all  Eastern region hospitals - KSA.  **Orient Drug Store - Jordan**  Medical Representative (Menarini Pharm. Products - Italy), Amman - Jordan. | | |
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|  | **Training Courses:**    Subject Trainer Place Date  1. Products Knowledge Menarini Italy Oct.96  2. Basic Selling Skills MERCK KSA. May.98  3. Prof. Manag. Selling Skills AMCO. KSA. Feb.99  4. Sales Manag.Workshop CCM.Int. Egypt Jul.02  5. Advanced Selling Skills Impact KSA. May.03  6. Ess. Supervisory Skills Impact KSA. Nov.03  7. Perf.Manag.& Group Selling Impact UAE. Oct.04  8. Ess.Of Pharm.Prod.Manag. MCE. Belgium May.05  9. Key Accounts Manag. Impact KSA. Sep.05  10. Essential Of Marketing Impact UAE. Dec.05  11. Middle East Manag.Prog. Centris UAE. Feb.06-April 07  **(MEMP.)\***  12. Values Base Selling TTM. KSA. Dec.07  13. Coaching Selling Skills MSA. UAE. March,08  \* **MEMP.**started in Feb.06 and finished in Apr.07 (4 sessions in 2006 &  2 sessions in 2007),  Sessions Includes: Communication Skills, Presentation Skills, Marketing  Principles, Planning, Time & Territory Management, Measuring &  Forecasting, Coaching, Leadership, HR. principles, Recruitment, Team  Building, Motivation & Delegation, Financing for non-Financial Managers.  14. Essential of Nuclear Med. Covidien Egypt June,11  15. Basic of Surgical Endoscope WOM. KSA. Oct,11 |
| May,98  March,96 | **Membership:**  Saudi Council For Health Specialties - KSA. (License No.038-105-31-60-00109-1092)  Jordan Pharmaceutical Association - Jordan (License No.3888). |
|  | **Languages:**  Arabic and English (Fluent). |
|  | **Computer Skills:**  Word, Excel, PowerPoint, Internet (Microsoft Applications). |
|  | **Driving License:**  GCC.,Jordanian and International (Valid).  **All Documents & References Are Available Upon Request.** |