

AHMED RABIE MAHMOUD



OBJECTIVE:

Seeking a challenging opportunity as an HR Manager in your esteemed organization, where I can utilize my expertise to analyze the various HR issues in the company, thereby promoting the efficient functioning of the organization.

EDUCATION:

Bachelor of Veterinary Medicine, Cairo University, January 2007.

EXPERIENCE:

- **From October 2021 To Now:**

Job Title: Business Excellence & Human Resources Manager.

Employer: Marvel Pharma.

Work Location: Cairo, Egypt.

Job Description: Manage an organization's human resources through overseeing and managing the people planning, talent acquisition, training, development, compensation, benefits, performance, personnel management and organizational development.

- **From December 2018 To July 2021:**

Job Title: Sales & Human Resources Supervisor.

Employer: The Polarizer for Medical & Chemical Supplies.

Work Location: United Arab Emirates.

Job Description: Lead and execute sales strategy and work closely with sales team to develop and implement campaigns that drive sales and grow the company brands. Manage several aspects of human resources, including recruitment, interviewing, hiring, orienting, and training employees.

- **From January 2017 To August 2018:**

Job Title: Area Sales Manager.

Employer: Pharco Cooperation.

Work Location: Cairo and Delta Cities, Egypt.

Job Description: Supervise and lead sales force team activities covering Cairo and Delta Cities and ensure the successful achievement of sales targets.

- **From January 2015 To December 2016:**

Job Title: District Sales Manager.

Employer: Multipharma.

Work Location: Cairo City, Egypt.

Job Description: Supervise and lead 2 sales force teams' activities covering Cairo City and ensure the successful achievement of sales targets.

- **From September 2009 To December 2014:**

Job Title: Senior Trade Marketing Representative.

Employer: Sanofi-Aventis – Consumer Health Care Business Unit.

Work Location: South Cairo City, Egypt.

Job Description: Ensure achieving of sales objective and development of the company market potential within the defined territory through implementation of the company's strategy and policies.

- **From January 2008 To August 2009:**

Job Title: Professional Medical Representative.

Employer: Novartis Sandoz.

Work Location: West Giza City, Egypt.

Job Description: Promote the company products and apply the company strategies and policies in order to achieve the sales target with positive market share and growth value.

- **From January 2007 To December 2007:**

Job Title: Medical Representative.

Employer: Biomeda.

Work Location: South Cairo City, Egypt.

Job Description: Promote the company products and apply the company strategies and policies in order to achieve the sales target.

ACHIEVEMENTS:

- Award of Human Resources Excellence at Marvel Pharma for 2022.
- Auxiliary Project Team Manager of Cairo City during 2013 & 2014 as I was managing a dentist team of four persons covering Cairo city to promote BiProfenid to Dentist Doctors.
- Project Team Leader of Egypt for Triangle Pharmacies Ordering System during 2010 and 2011 as Triangle project was an online ordering system for pharmacists to enable them to make orders online and they'll receive the orders within 2-3 hours.
- Award of Best Performer of Cairo Team for 2010 at Sanofi-Aventis Company.

Training Courses:

- Professional Human Resources Management Diploma at Egyptian Chamber for Human Resources Management, 75 Hours, accredited by HRCI, SHRM and Ain-Shams University, December 2023.
- Online LinkedIn Courses for Human Resources, Business Excellence and Personal Branding, 2023.
- Essential Merchandising Skills Course at Kantar Retail Company, May 2014.
- OTC Commercial Selling Skills Course at Gold Mines Company, April 2013.
- E-learning Courses on Resolving Conflicts Of Interest, Responsible Business Communication, Anti-Bribery & Anti-Corruption, E-mail: Think Before You Click, Fraud In The Workplace and Global Financial Fraud Prevention, International Code Of Ethics at Sanofi-Aventis Company.
- ICDL Course at American University Of Cairo with UNESCO certificate (Grade A), April 2011.
- Initial & Advanced Selling Skills Courses at Sanofi-Aventis Company, September 2009 & October 2011.
- Art of Selling (Professional Selling Skills) Course at Novartis Sandoz Company, January 2008.
- Basic Selling Skills Course at Pfizer Company, December 2007.
- English Course (Level 9) at American University Of Cairo (Grade A), September 2007.

SKILLS:

- Employee Selection and Development.
- Occupational Safety.
- Egyptian and United Arab Emirates Employment Law.
- Recruitment and Onboarding.
- Organizational Communication.
- Developing Training Programs.
- Business Management.
- Leadership, Decision Making and Strategic Thinking.
- Fluent in English & Arabic Language is the Mother Tongue.
- Proficient in Microsoft Office (Word, Excel & PowerPoint).
- Presentation and Negotiation.
- Planning & Time Management.

PERSONAL DATA:

- **Date Of Birth:** 25th August 1984.
- **Nationality:** Egyptian.
- **Marital status:** Single.
- **Military status:** Exempted.
- **Driving License:** Available (Egypt & United Arab Emirates).

HOBBIES:

Drawing, Camping, Running & Listening to Music.

References are ready upon request.