

PAUL KHALIL

Sales & Marketing Professional



PROFILE

Experienced professional with a demonstrated history of working in regional sales and business development across the Middle East with a special focus on the healthcare technology/services and medical devices industries.

OBJECTIVES

I am looking for the opportunity to advance to a Management position where I can use my skills in developing strategies and leading a team.

CONTACT

+961 70 87 94 87

paul.khalil@gmail.com

Jounieh, Lebanon

WORK EXPERIENCE

Regional Sales Manager

Consultancy and Communication Marketing CCM Middle East SARL, Gulf and Levant Region

2015 - Current

Offering continual learning solutions, catered to the different needs of the healthcare industry via digital medical education tools and programs from leading medical societies such as ESMO, ASCO, ACC, AAD and other reputable international medical associations.

Proposing self-study programs and digital marketing strategies to all pharmaceutical companies in preparation for their annual educational and marketing plans (digital and print). Delivering and executing these programs with medical professionals.

Develop and maintain successful business relationships with key decision makers including product managers, marketing, medical directors and other stakeholders in the pharmaceutical industry.

Actively generating sales and developing business across the **Gulf and Levant** regions to ensure continuous growth and sales target achievement.

Area Sales Manager

Medicals International SARL, Qatar, Bahrain & Saudi Arabia

2005 – 2009

Promoted the launch of the Ophthalmology business in the Eastern province of KSA and Jeddah, achieving a solid market share.

Established successful business relations with major hospitals, clinics and key doctors. Launched several new technologies into the market. Trained and proctored doctors, nurses and clinic staff on the various technologies and equipment we used to sell.

Built and maintained excellent business relationships with doctors, clinic staff, nurses, purchasing staff, biomedical engineers and management officers of hospitals & clinics, and taught the biomedical engineers on servicing them.

Prepared sales and maintenance quotations, signed client contracts, and worked out the bids for government tenders, along with the subsequent processes upon winning them.

Handled several functions/responsibilities: sales, marketing, training, proctoring, equipment installation & maintenance, collection, official papers and tenders workout and events management.

SKILLS

Management



Negotiation and Sales Skills



Sales and Marketing



TRAINING & SEMINARS

TACK Training

Seminar & workshop

Advanced Sales Skills

TACK Training – seminar & workshop

Advanced Negotiation and Closing Skills

TACK Training

Founder & Owner

Three Points Group SARL, Lebanon

2009 - Current

Founded company 10 years ago; I created, developed and executed the marketing strategies for the Company's clients, including internal management, sales and distribution channels.

Strategic Marketing and Planning

ETS. RUPLAK Rubber and Plastic, Lebanon

2004 – 2005

Responsible for creating, developing and executing marketing strategies for the Company's clients, including online and offline campaigns. I also ensured that all marketing support materials were up to date and in line with each client's agreed brand guidelines, which include website content, social media accounts, online brochures, presentations and proposal templates.

Assistant Sales Manager

Yorpak SARL, Lebanon and foreign markets

2003 – 2004

Coming into this junior role, my tasks were to shadow the Sales Manager and seniors of the team, conduct sales, field visit handling, shipping, proofread copy for shipping, finalize offers, liaise between departments and order supplies as needed.

EDUCATION

Diploma in Business Marketing at USEK (Holy Spirit University of Kaslik), Lebanon

1999 – 2003

Primary, Elementary and Secondary Education at College Central Jounieh, Lebanon

Till 1998

HOBBIES & INTERESTS

Hunting and fishing

Nautical sports and swimming

Music

REFERENCES

Available upon request