



Hisham Al-Roz

Mobile: +961 70 269228
Email: hisham.alroz@gmail.com

Education: Bachelor's (BCHM)
Place of Birth: Lebanon

DOB: September/1993
Languages: English – Arabic

MEDICAL SALES REPRESENTATIVE PROFESSIONAL SYNOPSIS

With my experience in sales, marketing and customer service, I have partnered and inspired multi-unit pharmacy owners to develop and present my products in first priority to selected customers.

CORE COMPETENCIES AND KEY SKILLS

Work Style	Interpersonal Skills
Product Development	Building Relationships
Self-motivating	Customer Focus
Time management	Teamwork and Collaboration
Key Performance Indicator "KPI"	Effective relationships
Excellent Communication skills	Positive attitude
Cost reduction and containment	Speaker

OBJECTIVE

BCHM qualified and a Product Specialist as present role in South Lebanon. Seeking for a decent position in a leading multinational organization where I can leverage my professional experience in medical products representing. Quantitative & Qualitative Analysis to help transform "as-is" organization into "to-be" market leader.

PROFESSIONAL EXPERIENCE & ACHIEVEMENTS 2017 – Present

Transformed certain products from unknown to well-known brands in southern market of Lebanon throughout 500 pharmacies and 20 hospitals
Held targets 8 out of 12 months during the year
Changed and lead the collection of cash from the assigned territory

EDUCATIONAL BACKGROUND

Bachelor's (BCHM) Bio-Chemistry	BAU	Lebanon2017
Life Sciences	Manarat Jabel Amel High-School	Lebanon 2011
Brevet Certificate	NEIGB Saïda	Lebanon2008

COURSES

Medical & Management Training	FMPS Holding S.A.L.	(Leb) July 2016
Co-Pharmacist	Rae Hospital	(Leb) June 2014

WORK EXPERIENCE

PRODUCT SPECIALIST **GLOBAL MEDCARE NETWORK** Lebanon10-2018 – Present
Expert Product Specialist for "Global MedCare Network One of The Leader Surgical Instruments Companies in Lebanon.

- Selling medical products to hospitals throughout the sales territory. A
- Arranging appointments with doctors and hospital medical teams.
- Building long term relationships and offering flexible solutions to clients.
- Establishing new customer database across the assigned regions in Lebanon
- Tracking exiting customer and follow the company's protocols
- Negotiating contracts with new potential suppliers
- Running through market assessments for all lines supported by GMCN products
- Designing detailed and focused action plans for various stages of market establishment, penetration and growth.
- Developing a professional rapport with key customers and physicians in Lebanon and the Region.
- Supporting and organizing all administrative duties and back office requirements for the appointed market.
- Initiation Public relations
- Assisting in Market surveys

SALES REPRESENTATIVE**AB-CARE MEDICAL HERBS**

Lebanon10-2017 – 12-2018

Professional Sales Representative for “AB Care Medical Herbs” Posts in more almost more than half Lebanon.

- Managed a geographical territory of 500+ pharmacies covering South region.
- Leverage my industry knowledge and consultative approach to foster greater product awareness and relate product to unique value propositions for each pharmacy based on my understanding of their needs.
- Demonstrate clear and precise medical presentation to potential customers
- Knowledge and understanding of pharmacies terminology.
- Provided technical support to customers.
- Survived through economic crisis to continue preparing offers and selling throughout my region
- Communicate with customers' coordinator regarding restorative practice field support and case experience.
- Initiated products offers that attracts pharmacists and push their willing to purchase
- Created organized root planning that suits time management stability
- Well self-confident and professional attitude with customers
- Effective and strong professional communicator.
- Completed daily reports and send to company management to communicate activities within the assigned territory.

COMPUTER SKILLS

Microsoft Office (Word, Power Point, Excel) - Auto CAD(2D)

LANGUAGES

Arabic (fluent), English (fluent), French (basic)

HOBBIES

Cooking, Fashion, Billiards, Beach, Tennis and Volley-ball.

REFERENCE

Available upon request