



AHMED ABOELSAOUD

Founder and Operations Director

CONTACT

PHONE:
780-709-6722

EMAIL:
AH.ABOELSAOUD@YAHOO.COM

PROFESSIONAL SUMMARY

Dynamic business developer with a proven track record of successfully managing and growing multiple businesses. I am skilled in business development, strategic marketing, and operational management. Adept at enhancing customer experience, driving sales growth, and ensuring financial profitability. Experienced in building strong community relationships and navigating regulatory requirements.

PERSONAL SUMMARY

I was born and raised in Kuwait, after graduation I worked in Qatar for 10 years then moved to Canada in 2014. I am a results-driven leader with extensive experience spanning Egypt, the GCC, and North America. Proven expertise in identifying growth opportunities, building strategic partnerships, and driving revenue across diverse markets.

HOBBIES

Reading
Hunting
Sports

EDUCATION

The American University in Cairo

2004

Sales and marketing Certificate

Cairo University

2001

Bachelor's degree in Pharmaceutical Sciences

WORK EXPERIENCE

Rayat Consultants | Founder and Operations Director

11/2016 – Current

- Developed and executed strategic business plans to drive growth and expand market presence for both pharmacies.
- Led all marketing and branding initiatives, including digital campaigns, community events, and partnerships with local organizations.
 - Monitored financial performance, managed budgets, and identified opportunities to improve profitability.
- Implemented customer service protocols that increased client retention and satisfaction by [specific percentage].
- Optimized inventory management, reducing costs while ensuring adequate stock levels.
- Recruited, trained, and managed a high-performing team, fostering a collaborative and results-driven workplace culture.
- Navigated regulatory requirements, ensuring full compliance with provincial and federal laws.
- Expanded the scope of services offered, such as immunizations, wellness programs, and medication delivery, enhancing community engagement.

MSD Gulf | Sales Manager

10/2008 – 10/2014

- Kept up to date with the latest pharmaceutical products
- Responsible for medical communication and drug information inflow for the team
- Taught, trained and coached sales professionals regarding products and sales techniques.
- Team building and motivation.

- Monthly business review with the team to see if the company objectives have been fulfilled in terms of sales, marketing and customer satisfaction.
- Manage KOL doctors
- Developed strategies to approach potential customers.

SKILLS

