

# MAHMOUD IBRAHIM SAMAHA

Brand Manager.

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## BASIC INFORMATION

153 Tomanbay St. - El-Zaitoun - Cairo.

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Date of birth: September 25, 1993

## OBJECTIVE

I am seeking employment with a company where I can grow professionally and personally, and I seek challenging opportunities where I can fully use my skills for the success of the organization, So I want to excel in this field with hard work, perseverance and dedication.

## CAREER PATHWAY

Master of Business Administration (MBA)

- Sadat Academy for Management Sciences From (Jan. 2020 To Sep. 2022).
- Marketing Major.

## WORK EXPERIENCE

### Brand Manager

FEB 2024 - Present

Biomed pharmaceuticals

- responsible for OTC Line (Consumer care Line) (93 persons divided into DM-Reps)
- insure sales with pharmacies & distributors.
- responsible for team training and all projects.

(LEGAM - derilgy - Cipalafil - vardirose)

### Brand Manager

JUL. 2023 - Jan 2024

IDI

- Responsible for all over Egypt.
  - Responsible for All IDI portfolio.
  - insure sales by marketing campaign through pharmacies, clinics and polyclinics.
  - Responsible for team development (Medical background modules-Selling skills module-Training modules).
- ( Stomigas caps/sach - Expectinex tabs- Demafight tabs - Expect Flu caps - Idivomtron tab- Esomepex vials- Rebagenase tabs- Motijust caps)

### Product Manager

FEB 2023 - JUL 2023

INCANDESCENCE Pharmaceuticals

- Responsible for all over Egypt in 3 lines (over 72 persons divided into A/D managers and Medical reps)
- Responsible for GIT, IM, ORTHO, GYN and OTC products.
- insure sales by marketing campaign through pharmacies, clinics and polyclinics.
- Responsible for team development (Medical background modules-Selling skills module-Training modules).

## Assistant Product Manager

April 2022 - Feb 2023

Hochster Pharmaceutical Company

- Responsible for all over Egypt (over 60 person divided into A/D managers and Medical reps)
- Cal mag line ( Cal mag tabs - Cal mag forte syrp - Liposom D3 caps - remigoline)
- Insure sales with ( Gyn- Ortho- IM- Ped ) docs.
- insure sales by marketing campaign through pharmacies, clinics and polyclinics.
- Responsible for team development (Medical background modules-Selling skills module-Training modules)

## Professional Medical Representative

July 2021 - March 2022

Planet Cure Pharma

- AIG Esomeprazole 40mg Caps.
- Recicarnate tabs.
- Emairox Sachets.
- Responsible for Heliopolis and Hadayek & Abbasia.
- Insure sales with ( Internal medicine- Git - Cardio - Diabetes - GPs) Doctors.

## Medical Representative

September 2019 - July 2021

ZETA PHARMA

- Nexicure 40 mg Tablets MUPS .. Nexicure 20 mg Tablets MUPS (Esomeprazole Molecule)
- Ancavaz 5/5 mg tablets .. Ancavaz 10/10 mg tablet.
- Ancavaz 5/10 mg tablets .. Ancavaz 10/5 mg tablets (Amlodipine/Perindopril)
- Bilastigec 20 mg tablets (Bilastine molecule).
- Easyrect 20mg tablets ( Avanafil molecule).Performance & Responsibility:
- Strong Relationships with KOLs ( Internal Medicine- GIT - Cardio - Endo - Chest - Ent )..
- Responsible for Scientific meetings in Ain shams specialized Hospital..
- Achievement in 2019 fourth quarter is 100%.
- Achievement in 2020 is 95.5% (Value).

## pharmacist assistant / work and training

August 2011 - April 2019

Mohamed Samaha Pharmacies.

## Medical Representative

July 2017 - Jan 2018

SANOFI outsourcing line

- ( LASIX 20 tab/amp -BIPROFINED 150 tab - TERNTAL 400 tab - WINIDIPINE 10/20 tab - TARIVIED 200 tab).

## Medical Representative

October 2013 - January 2014

ADVANCE PHARMA

- ( Infectomycin 500 tab ( Azithromycin) - Monosho 500 tab (Lebofloxacin) - Pirontagonist 10 tab( montelukast) ).

## EDUCATION

### Special Chemistry.

2012 - 2017.

Faculty of Science - Helwan University.

## SKILLS

- Emotional Intelligence.
- Cognitive Flexibility.
- Team Oriented.
- Works well under pressure.
- Strong Work Ethic.
- Keen on Learning.
- Good selling, communication and presentation skills.
- Act for change.

- Sense of self-motivation.
- Independence and initiative.
- Ability to Accept and Learn from Criticism.
- Analytical mind.
- cooperate transversely.

## QUALIFICATIONS

- Bachelor degree of Science / Special Chemistry Department.
- Training at SEDICO pharmaceutical company. ( At Quality control and Quality assurance labs ) .
- Training at EPICO pharmaceutical company. (At Quality control and Quality assurance labs ) .
- pharmaceutical industrial course from Al-Azhar University. ( The information about all steps of medicine production, labs,materials and Final product).
- Communication skills course.
- First Aid course.

## INTERESTS

- Playing / Watching Football.
- Travelling.
- Swimming.