

Amr Kashaba

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• Personal Information

- **Date of Birth:** June 5th, 1982.
- **Nationality:** Egyptian.
- **Marital status:** Married & father of one girl
- **Based in :** Saudi Arabia

• Language

- **Arabic:** Mother tongue.
- **English:** Fluent (Written and Spoken).
- **Preparing for ILTS Exam to get 7**

• Work Experience summary





- As a **Sales & marketing manager (9 years)**, I have an excellent experience of working with a variety of customers to offer them end to end solutions within different type of healthcare products by leading a sales & marketing team.
- As **pharmacist (3 years)**, I trained & worked in retail pharmacy in Egypt with a good success record then had established a private Pharmacy (owner & manager)

• Education & Qualifications summary

- **B.Sc. in pharmacy (Misr International University) Egypt.**
- **Cumulative Grade:** 3.01(very good).
- **Graduation Year:** June 2004.
- **Preparing to Pass the KAPS Exam**
- **Additional courses & training:**
 - Basic Selling skills (Pfizer)
 - Integrity Selling Skills (Integrity Solutions)
 - Integrity Coaching Skills (Integrity Solutions)
 - Strategic account Management (Informa)
 - Mastery Ethicon training (J&J US)
 - Advanced Pricing & Profit (J&J EMEA)
 - Promotion and drug marketing (Aventis)
 - Clinical pharmacy 1& 2 (Georgia University)
 - Principles of Business administration (MIU)
 - Market Access modules (J&J ME)
 - Finance for the Non-financial Manager (J&J ME)
 - Procurement Management (J&J US)
 - GMP in Pharmaceuticals (RA)
 - Supply chain management (J&J ME)

• Visited Countries

- **United States**
- **Port Rico**
- **Mexico**
- **Belgium**
- **Germany**
- **Denmark**
- **France**
- **Italy**
- **Poland**
- **Cyprus**
- **United Arab Emirates**

Employer: J&J	Dec 2011 – Until Now Current
Position: Strategic Account Manager	
Main Activities and Responsibilities	
<ul style="list-style-type: none"> - Handling the most strategic Business in J&J Saudi Arabia (SGH) - Leading the manufacturers qualification process in GCC - Handling the MOH business in J&J in all business unites 	
Employer: J&J	Oct 2010 – Dec 2011
Position: Clinical Education Manager	
Main Activities and Responsibilities	
<ul style="list-style-type: none"> - Responsible for all the marketing activates in Ethicon - leading the lunch of hernia new product to Saudi market - building the marketing strategy for Ethicon in Saudi & supporting ME strategy 	
Employer: J&J	Oct 2010 – Dec 2011
Position: Territory Manager	
Main Activities and Responsibilities	
<ul style="list-style-type: none"> - leading the lunch of hernia new product to Saudi market - building the marketing strategy for Ethicon in Saudi & supporting ME strategy 	
<ul style="list-style-type: none"> • Employer: ENGELHARD Arzneimittel • Position: Medical Representative then Product Specialist • Main Activities and Responsibilities 	March 2007 – March 2009 
<ul style="list-style-type: none"> - Responsible for promoting & presenting ENGELHARD Arzneimittel products - Handling the business plan for eastern region in Saudi 	
<ul style="list-style-type: none"> • Employer: Manager & Owner of AK Pharmacy • Position: Pharmacist • Main Activities and Responsibilities 	June 2006-March 2007
<ul style="list-style-type: none"> - Building a pharmacy from scratch & leading the registration process - building strong base of loyal customers & serving the patients professionally 	
<ul style="list-style-type: none"> • Employer:Eman Pharmacy • Position: Pharmacist • Main Activities and Responsibilities 	July 2004 – March 2007
<ul style="list-style-type: none"> • Leading the morning shift in the pharmacy • Responsible for ordering from all suppliers (pharmaceutical co & distrusters) 	

References available upon request