

Ahmed EmadEl-Din



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Career Objective

- Dedicated and results-driven accountant with a successful track record in the construction industry as a project manager assistant and presently serving as a regional director in the pharmaceutical sector. Seeking to leverage my diverse expertise and leadership acumen to contribute effectively as a seasoned accountant, fostering financial excellence and strategic decision-making within a dynamic and growth-oriented organization.

Experience

- Smart Way pharmaceutical Nigeria Ltd. January 2022 → Up to date
 - ❖ Oversaw the strategic planning and execution of sales and marketing activities in the North region, comprising multiple states or territories.
 - ❖ Led a team of sales representatives and managers, providing guidance, training, and motivation to achieve sales targets and objectives.
 - ❖ Developed and maintained strong relationships with key healthcare professionals, hospitals, and distributors in the region to promote products and drive revenue growth.
 - ❖ Analyzed market trends, competitor activities, and customer feedback to identify opportunities and challenges in the region, adjusting strategies accordingly.
 - ❖ Collaborated with cross-functional teams, including marketing, supply chain, and regulatory, to ensure seamless product launches and availability.
 - ❖ Implemented performance metrics and KPIs to monitor sales team performance, conducting regular performance reviews and providing constructive feedback.
 - ❖ Conducted periodic training sessions on product knowledge, compliance, and selling techniques for the sales team.
 - ❖ Prepared and presented regular reports and updates to senior management, highlighting regional achievements, challenges, and future strategies.
 - ❖ Managed regional budgets and resources effectively to optimize operational efficiency and cost-effectiveness.
- Logistics Freighters Nigeria Ltd. April 2018 → May 2020
 - ❖ Used Microsoft Project to plan, assign tasks, manage resources, make reports and more.

- ❖ Maintained tactical control of project budgets and timelines to keep teams on task and achieve schedule targets.
- ❖ Mentored and guided associates in approaches designed to exceed expectations of customers and members.
- ❖ Closely collaborated with project members to identify and quickly address problems.
- ❖ Reported on status for each project to appropriate stakeholders.
- ❖ Managed bookkeeping, prepared budgets and cost reports.
- ❖ Supported senior managers and department leaders by completing projects and problem resolution under tight budgets and schedule demands.
- ❖ Directed group of Thirty labor associates handling daily and complex requirements of Quarry department.
- ❖ Assist with the clearing instruction to confirm that all information received from shipper and consignee is accurate before submitted for customs clearance.
- ❖ Escalated incidents to next level to remain compliant with company's standards and procedures.

Education

- **B.Sc. in Commerce, Accounting Department, Benisuef University, August 2020**

Certificates

- Project Management Professional Training from Nti
- Logistics and Supply Chain Management Skills Training Diploma from Alpha Academy
- Challenger Track in Data Analysis from Udacity
- Human Resource Management from Arabic Group for Studies

Skills

- Language's
 1. Arabic (Fluent)
 2. Hausa (Fluent)
 3. English (Very good)
- Computer
 1. Intuit Quick Books (Very Good)
 2. Microsoft Office (Very Good)

Personal Information

- **Birth date:** 1st of October 1995
- **Military status:** Done
- **Nationality:** Egyptian