

Haitham Hamdy Elkattan

Mob. NO: +201221821552

Area Sales Manager at well-established pharmaceutical company

More than 10 years of successful experience with leading multinational pharmaceutical company in Egypt (Sanofi), having a record of business relevant training programs with a marked performance and creative aptitude.

Education:

Faculty: (BSc) veterinary Medicine, EL Menoufia University, Egypt.

Graduation year: May 2002.

Course:

- Advanced selling skills at Sanofi
- Group communication workshops training at Sanofi
- territory and time management at Sanofi
- competitive selling skills course certified from INOVARA
- Customer intimacy course certified from INOVARA
- Insight Selling Course from PROFILE academy
- Managing Through Change Training Certified from CCM
- Passion At Work Training Certified from CCM

Professional Experience:

- Commercial and Area Manager (Cairo Area) at HO-group and UCP Company from Nov 2022 till Now.
- Area Sales Manager (CVS line) Delta and Upper Egypt at Multicare Egypt Company from May 2021.
- District Sales Manager (CVS line) at Multicare Egypt Company from July 2019
- District Sales Manager (GIT line) at Al Andalous Pharma Company from Jan 2018.
- More than 10 Years of experience in different lines and products later by CVS line at Sanofi Pharmaceutical Company from June 2006
- From Jan 2011 till 2018 at cardiovascular line (Tritace, Amaryl).
- From Jan 2009 till 2011 change line to (Actonel, Telfast, Rovamycin and Profenid family, Wintrixone and Amoclawin) products.
- From June 2006 to Dec 2008 in pharmacy line (OTC line) as pharmacy promotion and sales order complication handling on Maalox, proctosedyl, flagyl and Hemoclar.
- 5 new launches of products Maalox as antacid and Wintrixone and Amoclawin as antibiotics, Triacor as Antihypertensive drug and Nebicard as B-Blocker antihypertensive products.
- Experience in Hospital line as increase consumption and follow up order cycle in the hospitals.

Personal Data:

- Date of Birth: 5/5/1980 Residence: Cairo, Egypt.
- Current Title: Commercial and Area Sales Manager.
- Driving license: Valid Marital status: married

Activities:

- Share at EG Scope project at Sanofi in the Educational Hospital Training.
- Share as Brand Team Member of NEBICARD the recent launch in Sanofi.



Contact Details:

Email:

Hay.elkattan@gmail.com

Skills:

- Selling skills
- Advanced selling skills
- Competitive selling skills
- Communication skills
- Presentation skills
- Negotiation skills
- Computer skills - Microsoft office (Word, Excel, Power point)
- Time Management
- Act for change
- Strive for Results
- Committed to customers
- Co-operate transversally
- Leading and motivating work teams of professionals to achieve high performance and meet deadlines, flexible, trouble shooter and accept responsibility and challenges, very good communications and presentation skills.

Languages:

English : working proficiency.

Best Regards