

Ayman Sbaih

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Summary

Experienced Sales Manager with a demonstrated history of working in the medical industry. Skilled in successfully managing all sales and marketing of medical equipment, tools, and consumables; selecting, managing, and training staff; developing and managing the department budget; establishing and monitoring productivity goal.

Skills

Excellent team leader, Excellent team player, Cooperation and communication, Operating Systems, MS-Office, CRM Sales Force

Experience

Pureline Medical Company | Doha, Qatar

07/2024 - 11/2024

Develop a comprehensive and effective market business plan aimed at achieving and exceeding annual sales goals established • Communicate sales operations requirements in an accurate and timely manner • Analyses market trend and conduct research to identify new markets, new product-worthiness and formulate strategies for team leads to maintain high performance environment • Monitor customer preferences and performance to develop a focused sales plan • Project sales and evaluate the sales potential and overall profitability of the company's products and services. Ensure a growing relation with external parties by maintaining a constant communication and coordination with clients and suppliers to ensure business continuity. Follow up on agreements and tenders' submissions related to his specialty • Determine discounts or special pricing of products and services • Coordinate training for the sales team • Advise the sales team on ways to improve their sales performance • Recruit, hire and train new members of the sales team. Review receivables & payables regularly and communicate with stakeholders to ensure timely collection of revenues and payment. Extend their market research and define Market coverage needs and discuss market expansion and future opportunities. Analyses market trend and conduct research to identify new markets, new product-worthiness and formulate strategies for team leads to maintain high performance environment

Wellness Medical Company | Amman. Jordan

Sales Manager | 11/2022 - 04/2024

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Al Razi Medical Company | Jeddah . Saudi Arabaia

Sales Manager | 09/2021 - 11/2022

• CREATE BUDGETS AND APPROVE EXPENDITURES • RESOLVE CUSTOMER COMPLAINTS • Analyze sales data and statistics to determine the most effective sales strategies • Monitor customer preferences and performance to develop a focused sales plan • Project sales and evaluate the sales potential and overall profitability of the company's products and services • Determine discounts or special pricing of products and services • Coordinate training for the sales team • Advise the sales team on ways to improve their sales performance • Recruit, hire and train new members of the sales team

Trustway Medical Group | Riyadh . Saudi Arabia

Sales Manager Dental Implant | 09/2020 - 09/2022

• Trained and mentored sales reps on effective sales techniques, leading to an increase in sales closures. • Developed sales training programs that enhanced skills, resulting in a boost in sales effectiveness. • Used strategies to build customer

relationships and increase sales • Time Management Skills • Problem Solving Skills • Excellent Customer Service Skills • Business Development Strategies • Innovative Problem Solving

Thimar AlJazirah Company | Jeddah . Saudi Arabia

Sales Manager Dental Division - Ksa | 06/2017 - 09/2019

- Communicate with suppliers • Open stock orders from suppliers • Make a sales plan • Achieving the goals of the sales plan
- CREATE BUDGETS AND APPROVE EXPENDITURES • RESOLVE CUSTOMER COMPLAINTS • Analyze sales data and statistics to determine the most effective sales strategies • Monitor customer preferences and performance to develop a focused sales plan • Project sales and evaluate the sales potential and overall profitability of the company's products and services • Determine discounts or special pricing of products and services • Coordinate training for the sales team • Advise the sales team on ways to improve their sales performance • Recruit, hire and train new members of the sales team

Samir group | Jeddah. Saudi Arabia

Product Manager - Ksa | 05/2016 - 09/2017

Performing research to identify customer needs and preferences Creating and communicating a product development strategy Defining the product vision and roadmap Leading a product development team throughout a project Setting sales targets aligned with consumer demand to achieve sales objectives Developing and executing product-related marketing campaigns Assigning tasks to team members Collaborating with various departments to address development and operational challenges Engaging with stakeholders and senior management to meet

Al Jeel Medical Company | Jeddah . Saudi Arabia

Sales Manager Dental Division | 11/2000 - 06/2016

- Communicate with suppliers • Open stock orders from suppliers • Make a sales plan • Achieving the goals of the sales plan
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Education

Faculty of Medicine and Pharmacy | IASI, Romania

Bachelor of Dental Medicine and Surgery | 10/1998

Bachelor of Dental Medicine and Surgery

Universty of GR.T.POPA.IASI.Romania

GPA: 9.0/10 (Summa Cum Laude)

Iași Romania