AHMED ELGHARABAWI

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King Faisal Road, Riyadh / KSA

PROFESSIONAL SUMMARY

Years of experience with a verifiable track record of achievement, identifying new business opportunities.
Business Development experience in healthcare software solutions.
Built connections in KSA among Public and Private sectors in healthcare including Directors and Heads of HIM, Coding and Learning and development departments in Private and Public sectors and Ministry of Health. Connections with Regulators as CHI, CNHI, SHC and National Casemix Center of Excellence.

WORK HISTORY

BUSINESS DEVELOPMENT MANAGER   *08/2021 – CURRENT*
Knwbility Training Academy | Santechture Software Solutions KSA

- Achieving annual sales targets through existing and new sales channels/areas of opportunity.
- Establishing and developing long-term, strategic relationships with customers and other partners.

- Develop effective prospecting strategies to target new customers in order to identify need and areas where we can add value.
- Actively participate in the management of the bid process
- Ensure timely delivery of compliant and commercially sound bids.
- Motivate internal and external staff/resources to focus on desired business outcomes.
- Work with other members of the sales team to provide timely proposals to customers.
- Maintain awareness of industry sector
- Customizing proposals based on customer requirements with the support of team members.
- Discover, qualify and develop new business opportunities - including new markets, growth areas, trends, customers, partnership, and services.
- Plan and oversee new marketing initiatives, discuss promotional strategy and activities with the marketing department.
- Think strategically - seeing the bigger picture and setting aims and objectives to develop and improve the business.
- Create sales pipeline.
- Develop goals for the development team and business growth and ensuring they are met.

➢ **Achievements:**
- Expanding company portfolio as per market need.

- Organizing and delivering workshops for all Health Clusters in KSA in partnership with MoH.
- Expanding Company portfolio as per market need.
- Inclusion of Coding Software in Makkah Health Cluster
- Inclusion of Healthcare software solution with MoH virtual Hospital
- Partnership to validate and develop Rules Engine software solutions with:
    - Riyadh First Health Cluster
    - Riyadh Second Health Cluster
    - Madinah Health Cluster
- Customizing training programs to suit the market updates.
- Delivering Training for:
    - King Faisal Specialist Hospital and Research Center.
    - Riyadh First Health Cluster

- Eastern Health Cluster.
- International Medical Center.
- Alnahdi Care Clinics
- North Health Cluster

- Partnership with GNP Training Academy

Product Specialist | Arabian Trade House - Riyadh   *09/2019 – 07/2021*
- With assigned territory of institutional and private hospitals responsible for:
- Medical instruments working with (Cardiac and General surgery, General and Cardiac OR) departments.
- Medlink carts solutions working with pharmacy support, main pharmacies, and nursing departments.
- Training customers staff on using Medlink carts and medical instruments.
- ➢ **Achievements:**
- Inclusion of Medlink carts in King Khaled University Hospital.
- Inclusion of Aston Med suture organizer in King Fahd Medical City.

Senior Medical Sales Representative | Bayer Consumer Care - Riyadh

4/2010 - 03/2019

- Extending the company's reach by capturing opportunities in new territory.
- Including brands in assigned territory.
- Building long-term relationships with accounts.
- Building contracts and finalizing deals within assigned territory.
- Sales, promotion with key accounts in assigned territory.
- ➢ **Achievements:**
- 104%, 102%, 103% in 2015, 2016, 2017 respectively.
- Inclusion of Aspirin and Priorin new forms in Kunoz Alseha, Lemon, Alshafi chain pharmacies in Riyadh area.
- Achieved 100% growth in RCH hospital.

SKILLS

- Leadership. Lead a diverse team with different cultures and experience.
- Analytical ability. Using resources (IMS data) to extend our reach to new accounts and maximizing growth
- Key accounts management
- Familiarity with healthcare software solutions and products.
- Lead the execution of large scale Public Private Partnership (PPP) Healthcare projects from conceptual stage, tender preparation, developing, liaising with authorities, arranging the financing, execution, and handover the project to operations team.
- Experience of selling clinical and administrative application software to healthcare end users.

- Problem solving
- High degree of self- motivation
- Customer focus.
- Learning Agility.
- Experience in managing the full sales cycle from prospecting to invoicing.
- Previous experience in managing and growing existing accounts.
- Negotiations and finalization of the commercial contracts.
- Identifying, developing new business opportunities; screening and evaluating potential business deals by analyzing market potential and strategies; and conducting competitor analysis for healthcare related projects.

EDUCATION

Suez Canal University
Bachelor of Science Pharmacy,

IUBH University of Applied Sciences
Master of Science Data Science,