

# Abdelrahman Ali

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## Summary

Seasoned Managing Director with more than 20 years of distinguished experience in the healthcare, medical devices, and pharmaceuticals industries. Recognized for driving strategic initiatives and engaging stakeholders effectively, leading to a 32% increase in market share and consistently exceeding sales targets with a performance rate of 108%. Proficient in formulating and executing efficiency strategies, optimizing team performance, and establishing strong, impactful partnerships. Dedicated to achieving excellence and positioning organizations for long-term growth and a competitive edge.

## Skills

- Strategic Planning
- Risk Management
- Conflict Resolution
- Project Management
- Strategic Management
- Corporate Governance
- Regulatory Compliance
- Business Development
- Excellent Public Speaker
- Effective Communication
- Stakeholder Management
- Analytical Problem-Solving
- Market Access Management
- Sales & Marketing Leadership
- Leadership & Team Development
- Innovation & Change Management

## Experience

**DIRECTOR | SENIOR EXECUTIVE & BOARD MEMBER** | 01/2024 - Current

**UtamTech International - Cairo, Egypt**

- Managed overall budget activities, ensuring financial efficiency.
- Achieved measurable improvements through strong leadership and hard work.
- Built and maintained relationships with industry leaders to boost the company's brand presence.
- Oversaw new product and service development.
- Set and met short-term and long-term goals.
- Enhanced brand recognition through effective PR and media campaigns.
- Established strategic partnerships, increasing market share by 32%.

**MANAGER | SALES, MARKETING & LEADERSHIP TEAM MEMBER** | 01/2022 - 01/2024

**Pro-Act Hikma Pharmaceutical - Cairo, Egypt**

- Led a team of 8, achieving 108% of the sales budget in 2022 through tailored training and innovative marketing
- Developed and implemented customized training programs, enhancing team performance.

**MANAGER | SALES & BOARD MEMBER** | 01/2021 - 12/2021

**HOG International Pharmaceutical and Medical - Cairo, Egypt**

- Led a high-performing team of 18 members in troubleshooting key accounts and KOLs to meet sales and strategic marketing objectives.
- Directed strategic partnerships with distributors and key accounts, delivering educational and training programs to stakeholders.
- Implemented ongoing training and field coaching, resulting in a 75% increase in team retention and a notable boost in sales revenue.

**DIRECTOR | SALES & BOARD MEMBER** | 04/2018 - 08/2020

**EduPal Star Advisory - Canada**

- Directed diverse workgroups, ensuring timely completion of work orders while promoting a culture of continuous improvement across the network.

- Led integration efforts, partnership agreements, and acquisitions, driving strategic growth and operational efficiency.
- Implemented best practices and streamlined processes, enhancing team performance and contributing to overall organizational success.

#### AREA MANAGER | SALES | 07/2014 - 11/2016

##### Macro Group Pharmaceuticals - Cairo, Egypt

- Managed stakeholder relations and conducted remote team training to foster a collaborative, high-performance environment.
- Recognized as the Best Sales Achiever nationally in 2015 for exceptional sales performance.
- Enhanced team effectiveness through strategic training and relationship-building, resulting in increased productivity and alignment with organizational goals.

#### TEAM LEADER | SALES | 01/2007 - 01/2014

##### Johnson & Johnson - Saudi Arabia

- Launched the One Touch brand, increasing market share from 20% to 40% in KSA, achieving \$6.1M in sales by 2013.
- Enhanced regional brand positioning through innovative marketing solutions and pilot projects in diabetes care.
- Honored as Best Achiever by J&J for 2011 and 2012 in the MEA region.
- Negotiated a 5-year, \$15M partnership with Dawaa Chain Pharmacy, the largest pharmacy chain in the MEA region.
- Managed a \$12M service level agreement with Manaa and Elmawasat hospitals in Saudi Arabia.

#### SALES/PRODUCT SPECIALIST | 05/2005 - 12/2006

##### AstraZeneca - Delta, Egypt

- Launch of Nexium, Atacand, and Symbicort over the Delta region with high engagements with KOLs.
- Assisted in the development of sales strategies for existing products.
- Identified opportunities for cost savings through improved processes related to production or distribution.

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## Education

##### Moscow International College - MBA & Ph.D.

Business Administration, 01/2024

##### Zagazig University - Egypt | Bachelor of Pharmaceutical Science

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## Certifications

- Diploma in Executive Management and Project Management, Arab Leader Academy, Egypt, 2023
- Certified International Training of Trainers, ASIT, Egypt, 2023
- Diploma in Pharmaceutical Marketing, American University in Cairo, Egypt, 2002

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## Achievements

##### Pro-Act Hikma

- Increased sales by 40% within 6 months
- Boosted customer satisfaction ratings by 15% through effective issue resolution
- Managed a team of 8 people, achieving a 75% success rate on projects

##### HOG

- Increased retention of employment by 75% in 6 months by providing tailored development programs
- Reduced project timelines by 30% through process improvements

##### Macro Group

- Best Achiever Egypt in 2015
- Selection and development of performance people to be best Achiever

##### Johnson & Johnson

- Best Achiever 2011 and 2012
- Successfully managed projects that resulted in increased Market share to 87%
- Successfully included High technical tools that enhanced our partnership agreement with Key Hospital, increasing our sales growth by 65%

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## References

Available upon request.