

AHMAD KAMAL TABARAH

Sales Supervisor

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Date Of Birth: 13/08/1979



SUMMARY

Sales Supervisor over 13 years of experience in implementing successful sales strategies and motivating highly galvanized teams to produce significant bottom-line results. Distinguished background in recruiting and developing "A Players" to drive revenue across multiple sales organizations. Adept at designing and executing effective sales strategies to optimize market opportunities. Exemplary communicator with the passion and drive needed to cultivate and foster professional and profitable relationships while maintaining trust

EXPERIENCE

1- **MEDICAL LABORATORY TECHNICIAN** – AUGUST 2000 – NOVE 2000

RIYADH NATIONAL HOSPITAL - Riyadh, Saudi Arabia

- I Was Worked as Medical Technician In All Of the Laboratory Department

2- **MEDICAL LABORATORY TECHNICIAN** – JAN 2000 – DEC 2002

ADVANCED LABORATORY - Riyadh, Saudi Arabia

- I Was Worked as Medical Technician In All Of the Laboratory Department

3- **MEDICAL LABORATORY TECHNICIAN** – DEC 2007 – MAR 2008

SAUDI BRITISH HOSPITAL - Riyadh, Saudi Arabia

- I Was Worked as Medical Technician In All Of the Laboratory Department

4- **MEDICAL LABORATORY TECHNICIAN** – APR 2002 – MAY 2008
PRINCE SULTAN BIN ABDULAZIZ HUMANITRIAN CITY - Riyadh, Saudi Arabia

- I Was Worked as Medical Technician In All Of the Laboratory Department

5- **PRODUCT SPECIALIST** – JUN 2008 – NOV 2014

MEDICAL SUPPLIES AND SERVICES COMPANY - Riyadh, Saudi Arabia

- I Was Worked as product Specialist for some of Manufacturer Products as Below:-
- Abbott Point Of Care (i-STAT)
- Oxoid / Microbiology
- Tem Innovation / Thromboelastometry (Rotem)

6- **POCT LABORATORY SUPERVISOR** – DEC 2014 – APR 2019

TECHNO ORBITS COMPANY - Riyadh, Saudi Arabia

- I Was Worked as product Specialist for some of Manufacturer Products as Below:-
- Abaxis / Piccolo
- Alere / EPOC - TRIAGE
- Tem Innovation / Thromboelastometry (Rotem)

SKILLS

SKILL #1

Leadership

SKILL #2

Communication

SKILL #3

Self-motivation

SKILL #4

Decision Making

SKILL #5

Adaptability

SKILL #6

Staff training

SKILL #7

Sales team assistance

SKILL #8

Order management

SKILL #9

Delivering reviews

SKILL #10

Sales

SKILL #11

Products and services

SKILL #12

Staff management

SKILL #13

Operations

SKILL #14

Reporting data

SKILL #15

Goals and performance

SKILL #16

Management support

SKILL #17

Sales techniques

SKILL #18

Merchandising and display

SKILL #19

Sales reporting

SKILL #20

Product knowledge

SKILL #21

Budget and report writing

SKILL #22

Mentoring and coaching

SKILL #23

Performance evaluation

SKILL #24

Effective selling techniques

SKILL #25

Data analysis

SKILL #26

Build Relation

7- SALES SUPERVISOR – JUL 2019 – PRESENT

AL YAM TECHNICAL ESTABLISHMENT - Riyadh, Saudi Arabia

- I Was Worked as product Specialist for some of Manufacturer Products as Below:-
- TAIDOC / BLOOD SUGAR – VITAL SIGN
- Skyla / HB1
- Tem Innovation / Thromboelastometry (Rotem)

ACHIEVEMENT

1- MEDICAL SUPPLIES AND SERVICES COMPANY

- Registered Abbott product in MOH list and this step get company profit 20,000,000 USD Yearly
- Installed 100 Device of Abbott Point Of Care In Dr. Sulaiman Al Habib Medical Hospital and get company profit 10,000,000 SAR Yearly
- Installed 25 Devices in King Fahad Hsopital in Jazan City
- Installed 5 Devices of Tem innovation and this get company profit 3,000,000 SAR Yearly

2- TECHNO ORBITS COMPANY

- Registered Abaxis product in MOH list and this step Open a Great Business with MOH
- Installed 125 Device of Abaxis / Piccolo with MOH Hospitals and get company profit 20,000,000 SAR Yearly
- Installed 6 Devices of Tem innovation and this get company profit 4,000,000 SAR Yearly

3- AL YAM TECHNICAL TRADING ESTABLISHMENT

- Installed 6 devices of Tem Innvocations and this get company profit 4,000,000 SAR Yearly

EDUCATION

ALEPPO UNIVERSITY – 1998 - 2000

ASSISTANT CERTIFICATION OF MEDICAL LABORATORY
DIPLOMA OF MEDICAL SCIENCE

LANGUAGE

- ENGLISH / EXCELLENT

REFERENCE

1 - Sami Hijazi

EXECUTIVE MANAGER – STAGO
SAUDI ARABIA
TEL: +966 503188230

2 – Sabah Al Saydah

GENERAL MANAGER - NOOR AL SABAH COMPANY -
JORDAN
TEL: +962 796031818

3 – Mohammad Al Arja

COUNTRY MANAGER - TECHNO ORBITS – SAUID ARABIA
TEL: +966 502951224

5 – Yehia Al Aidroos

EXCUTIVE MANAGER - AL YAM TECHNICAL – SAUID ARABIA
TEL: +966 505479348

4 – Hazem Khmaesah

SALES MANAGER - TECHNO ORBITS – SAUDI ARABIA
TEL: +966 555363169