

Ibrahim Salah Ibrahim

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Objective

Results-driven District Sales Manager with over 17 years of experience in pharmaceutical sales, business development, and team leadership. Proven expertise in driving revenue growth, expanding market share, and leading high-performing sales teams. Adept at strategic sales planning, client relationship management, and market analysis to ensure competitive advantage. Seeking to leverage my leadership, negotiation, and sales management skills to drive success in a dynamic organization.

Work Experience

District Manager at Biomed Pharmaceutical Industries | 2024 - Present

- Oversee district-wide sales operations, ensuring alignment with company objectives.
- Develop and implement strategic sales plans, driving market expansion and revenue growth.
- Lead, mentor, and train sales teams, enhancing performance and achieving quarterly targets.
- Monitor sales analytics and market trends, optimizing strategies to stay competitive.
- Strengthen relationships with key clients, distributors, and healthcare professionals to maximize sales.

District Sales Manager at Amico Pharma | 2020 - 2024

- Managed a team of sales representatives, achieving a consistent increase in revenue and customer acquisition.
- Designed and executed territory expansion strategies, leading to 30% sales growth.
- Implemented training programs to improve salesforce efficiency and product knowledge.
- Fostered cross-department collaboration, improving operational efficiency and customer satisfaction.
- Conducted market analysis and competitor benchmarking, ensuring a competitive advantage.

District Sales Manager at Pharma Over Seas | 2017 - 2020

- Led and developed a high-performing sales team, increasing market share within the assigned region.
- Established and maintained strong B2B relationships, boosting client retention and referrals.
- Optimized sales forecasting and budgeting, ensuring profitable growth.
- Implemented customer engagement initiatives, enhancing brand reputation and loyalty.
- Successfully expanded territory coverage, leading to a 15% increase in new accounts.

Sales Supervisor at United Company of Pharmaceutical | 2014 - 2017

- Supervised a team of sales representatives, ensuring alignment with company objectives.
- Provided sales coaching and mentorship, resulting in a 25% improvement in individual performance.
- Developed sales reports and KPI tracking systems, improving decision-making and goal setting.
- Strengthened customer relationships, leading to higher retention rates and repeat business.
- Negotiated contracts and pricing strategies, maximizing profitability while maintaining competitiveness.

Wholesale & Retail Sales Roles (Various Sectors) | 2008 - 2013

- Gained diverse sales experience across multiple industries, including food, household appliances, cosmetics, and pharmaceutical supplies.
- Developed expertise in product representation, tender management, and client negotiations.
- Successfully managed inventory and sales operations, ensuring efficiency and profitability.
- Built and maintained strong customer relationships, driving repeat business and brand loyalty.
- Applied sales strategies to exceed revenue targets across different retail and wholesale sectors.

Education

Master of Business Administration (MBA) | Helwan University

Bachelor of Social Services | Helwan University

Training & Certifications

- Sales manager skills Course
- Data analysis Course
- Advanced Selling Skills
- Sales SAP Module
- Pharma chain Reporting
- Time & Stress Management
- Communication & Negotiation Skills

Skills

Soft Skills

- Strong leadership & team management – love bringing out the best in my team
- Great communicator & negotiator – building relationships that last
- Strategic thinker & problem solver – always finding solutions that work
- Customer-focused – keeping clients happy and loyal
- Time management & organization – juggling tasks like a pro
- Coaching & mentoring – helping my team grow and succeed
- Decision-maker & critical thinker – making smart moves under pressure
- Adaptable & resilient – ready for any challenge that comes my way

Hard Skills

- Sales & business growth – hitting targets and driving success
- Market research & competitor analysis – staying ahead of the game
- Sales forecasting & budgeting – planning for long-term wins
- Data analysis & reporting – turning numbers into strategies (Excel, SAP, Pharma Chain)
- Contract & pricing negotiation – making deals that work for everyone
- CRM & client retention – keeping customers coming back
- Microsoft Office whiz – Excel, Word, PowerPoint, you name it!
- Project management & admin skills – keeping everything running smoothly

Languages

- **Arabic:** Mother Tongue
- **English:** Good

Reference available upon request