

Hussam Alharbi

Key skills

- Supplier relations
- Process Improvement
- Competition awareness
- Negotiation
- Analytics

Trainings:

- **Personal Selling Skills**
Gulf Medical Co Ltd, June 2019
- **Presentation Skills**
Gulf Medical Co Ltd, Mar 2019
- **Canon Angiography Training.**
Canon Medical, Egypt, April 2019
- **Radiology Sales New Hires**
AGFA, Germany, June 2019
- **CT Product Specialist Training**
Dubai, UAE, February 2020

Area of Expertise:

Sales:

- Previous success in delivering sales growth in Medical Equipment business.
- Recognizing viable business opportunities.

Digital marketing:

- Create digital marketing plan.
- Marketing campaigns analysis.

Supply Chain:

- Supplier management.
- Monthly Reporting items success rate of delivery to end user.

Academic qualification

Capital market Authority

Professional Certificate

Capital Market Examination (CME-1)

2020

UDACITY

Nanodegree program

Digital marketing

2020

University of Central Oklahoma

2013-2017 BA

Bio-Medical Engineering

REFERENCES

Available Upon Request

CONTACT DETAILS

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Career summary

An ambitious, well presented, result oriented and self-confident professional. Experienced in strategic B2B sales, supply chain coordination and digital marketing. My career objection is to join a well-reputed organization which gives me opportunities to utilize my optimum potential, qualifications, and professional skills for mutual benefits.

Work experience

Gulf Medical Company, Imaging department

Product Specialist in WZ, Canon Medical System,
(Oct 2018 - Present)

Responsibilities:

- Present quarterly business review for higher management.
- Developing sales strategies to attain monthly, quarterly and annual sales goals and penetrating clinical markets.
- To conduct product presentations to promote the product
- Report marketing changes and competitor activities.
- Dealing with all levels of decision makers up to Director level.
- Create new potentials for both new and existing customer.
- Negotiate with customers to close deals.
- To continuously enhance my product and market knowledge.
- Continuously reporting to supplier our business progress.

KUAST Health (operated by dr.soliman fakeeh hospital)

Supply chain coordinator (July 2018-Oct 2018)

Responsibilities:

- Monitoring all daily purchase orders for medical items.
- communication schedule delivery and forecast to suppliers.
- Coordinating deliveries with suppliers.

University of Central Oklahoma, Wellness Center

Facility Monitor (May2017- August 2017)

- Provide supervisors with information concerning equipment's
- Train new employees