

## **Curriculum vitae**

Name: Emad Mohammed Hamza  
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I want to relocate; I want to have a job abroad.  
Nationality: Egyptian.

### **Education and qualification:**

E- Marketing diploma commando, Cairo University 2014.  
Achieved Food safety diploma - Ain Shams University 2012.  
Includes the following subjects : GMP – ISO22000:2008 - ISO 9001:2008 – ISO 19011 :2002  
– Food poisoning- food spoilage – food safety HACCP and risk analysis – food  
preservation technology -statistics – quality management systems –food safety  
legislation – chemical analysis - microbiological analysis .  
Achieved Bachelor Degree in veterinary Science . faculty of veterinary medicine, Cairo  
University 1991.  
Secondary education: Orman secondary school, Egypt.  
Primary education: Saudi Arabia.

### **SKILLS**

Communication skills and interpersonal skills. Storytelling. Presentations and training.  
Capable of doing software and hardware, technical demonstration. Negotiating skills.  
closing of deals.

Very enthusiastic and optimistic Self-motivated- Selling ideas - Selling products or  
services - Serving people - Serving people – Patience – Coaching - Collaborating ideas -  
Distributing products – Editing – Ethics - Effective listening - Comparing results -  
Assembling equipment - Attention to detail - Negotiating skills .

Ability to work under pressure - Sales ability - Screening telephone calls – Accuracy –  
Adaptability - Advising people - Analyzing data - Analyzing problems .

### **Work experience:**

- *E marketing specialist*, Company smart technology, Egypt. (Sales and marketing of car tracking systems) .
- *On line sales & marketing specialist and patient coordinator* - Placidway USA .duties was patient follow up and contract establishment between placidway and hospitals in gulf area . I was the link between the patient and the hospital , I follow up patient from his home till he come back to his home in good health , overcome and solve problem , translate from English to Arabic and vice versa .
- *Marketing and sales manager* al-masry hospital –hurgadh-Egypt.my duties was selling hospital service and establish strong relation with our customer and attract new customer and solve the problems with upgrading to the hospital facilities , I succeed to increase the rate of outpatient clinics and establish new contract with petroleum companies in the area .
- *Medical sales& product specialist*. AL-Arrab trading company ltd.(Lab. CSSD, Cardio., Dental, furniture.) Jeddah- Kingdom of Saudi Arabia. Since 12/2007 - 9/ 2010. My duties area management , product promotion via direct sales and tenders . arrange sales and maintenance contract plus introduce proposal for turnkey project to governmental , private and military hospitals .

- *Product specialist for surgical instrument* Elcon – Germany and surgical laparoscopes wisap-germany.codman neuro. Isam economic company - Jeddah. Since 1/4/2004 up till 12/2006. My duties was sales, distribution, training, problem solving. Money collection, maintenance follow up and customer follow up.
- *Medical rep.*for spimaco product, skin care product and hospital supplies in hodaithy international. Saudi Arabia since 1/9/2000 up till 30/1/2004.
- *Medical rep.* for Dar al fouad hospital .giza Egypt. Since 1/4/1999 up till 1/8/2000. I establish contract between the hospital and companies to treat their employee, patient handling and follow up, I succeed to establish the oncology department. I did medical and insurance contract with the embassies of gulf with the hospital.
- *Teaching Assistant* -Faculty of veterinary medicine .Cairo university .department of histology –since 1/1/1995 up till 1/1/2000. I was laboratory manager of student and research lab, I prepare and explain practical lessons to the student, I do research on migratory and farm quail.
- *Medical representative* -Hoechst Roussel scientific office. Since 1994-1995. I promote and did sales for antibiotics and dermatology preparation , I achieved best representative in Giza and promoted as assistant to area manager , in every quarter meeting I achieved representative of my area .
- *Area representative* -Nagy Research&Advertising. Duties data collection from doctor's clinics and hospital and follow up their requests. I achieved the fast collector and accurate information each month.

### **Training courses:**

- ISO 22000:2005 Food Safety Management Systems Auditor/Lead Auditor Training Course IRCA Registration No .A17365
- ISO 9001/2008 Ain shams university.
- ISO14001 Egyptian society for quality.
- Attended course in effective selling and presentation skill in al- ahram news paper.
- Attended course in communication skills in British airways.
- Attended course in marketing in British council Egypt.
- English and computer courses in Arab council for graduate studies and scientific research in collaboration with Cairo University.
- Attended course in laparoscopy .wisap .munchen.germany.
- Icdl.
- Mushroom cultivation and spawn production. Ministry of agriculture and land reclamation –agricultural research center.
- Advanced selling and presentation skill for outdoor and show room sales. (Systems advanced training .Riyadh, Saudi Arabia.
- Computer hardware and software maintenance and collection. (5/7/2009- 21/7/2009) Akhbar El Yom center For Training and Consultation.

### **Additional information:**

Member of Egyptian Veterinarians Syndicate . no 19096 - 19187

Member of Egyptian society for quality. no 1120 .

Member of Egyptian chiefs association no 2653 .

Member of syndicate of E-Commerce& E-Marketing .

Member of Zamalek Sporting Club .

Computing skills: good knowledge of essential programs. ICDL certificate.

Language: English excellent.

German: very good .

Spanish: introductory level.

Driving license: Saudi Arabia – valid up to 22/1/2020. - Egyptian- valid up to 22/8/2022.

With my best regards

Emad Mohamed Ibrahim Hamza