

**Currently residing in Mount
Lebanon**

ZUHER JAMAL
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Nationality: Lebanese
Marital status: Single

OVERVIEW

Skilled in sales and business development, with over 10 years' experience in Lebanon and KSA. Having worked in various sectors alongside decision makers and directors, I have a good understanding of generating business and working alongside organisations to form new business and develop existing relationships. I was working in a fast-paced medical machine and consumables company requiring leadership acumen and 'hands-on' approach in all business areas. Currently, seeking a career in a pioneer company which invests in training and development with an open culture that can benefit from my attribute and allowing me to grow within the organisation.

EMPLOYMENT HISTORY

April 2008 –April 2016: Senior Sales Product Specialist, Trust med, Medical Machine and Consumables, Riyadh, KSA

Key Responsibilities:

- Reporting to the Managing Director of a small sized machine and consumables business
- Key Account Management of the Central and Eastern region operations
- Dealing with surgeons, nurses, finance, purchasing and biomedical departments
- Generating leads through cold calling, exhibitions and networking
- Creating and updating the sales pipeline and the rolling forecasts
- Following up on purchase orders, invoicing and deliveries
- Researching current competitor products, specification and pricing
- Meeting prospects and converting to clients
- Attending operating room to train surgeons on medical disposables and medical devices
- Presentations and demonstrations of surgical products to medical teams, including senior surgeons
- Attending exhibitions with live demonstrations to exhibitors
- Negotiating marketing campaigns for exhibitions and/or hospital departmental donations

April 2007 – April 2008: Sales representative. 3DS, Software development, Lebanon.

Key Responsibilities:

- Reporting directly to the Managing Director and Business Development Director
- Researching on competitors
- Dealing with current clients and cold calling
- Handling pre-sale queries
- Sales forecasting
- Researching contract awards
- Software demonstration either online or on-site

EDUCATION

AUST LEBANON IN AFFLIATION WITH STATE UNIVERSITY OF NEWYORK

Obtained: **BS management and information system**

SKILLS & TRAINING

- **Fluent in English and Arabic**
- **Software:** Microsoft Office, Internet savvy, Microsoft Outlook, Salesforce, MS CRM
- **Hobbies:** reading, watching documentaries on wild life and history.