



BAHA SHABAN

📍 Abu Dhabi

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CORE QUALIFICATIONS

- WORK SKILLS
- Team work
- Work under pressure
- Office work
- Hardworking
- Time management
- Productivity
- Communication Skills
- Creativity
- COMPUTER SKILLS
- MS Word, MS Excel, MS Works.
- Internet.
- Pre-sales technical writing
- Sales strategy familiarity
- B2B sales strategy
- Sales forecasting and analysis
- Sales model generating
- Hands-on clinical instruction
- Sales planning
- Sales training design
- Sales rep onboarding
- Automotive sales
- Inside sales
- Sales territory growth
- Sales lead conversion
- Sales proposals
- Salesforce DC
- Offering sales support

PROFESSIONAL SUMMARY

Seeking a challenging position with progressive Organization, where there is an opportunity for growth and creativity. Confident Sales Manager successful at increasing monthly revenue using insightful marketing strategies and aggressive product development. Skilled at understanding customer and employee requests and meeting needs. Furthers success by strengthening staff training, streamlining internal systems and facilitating sales techniques. Dedicated sales with experience in achieving tangible results and cross-team collaboration. Proactive and excited to partner with like-minded individuals to achieve goals. Qualified sales management with extensive background in advanced management processes. Utilises superior communication skills to build meaningful, trusting relationships that exceed client demands. Highly skilled project manager with outstanding team leadership abilities to meet targets consistently. Customer-focused Sales manager, successfully contributing to company profits by improving team efficiency and productivity. Skilled at effective negotiations and upselling techniques. Utilises excellent organisational skill to enhance efficiency and lead teams to achieve outstanding sales.

EXPERIENCE

December 2020 - Current

Clinical sales manager Masimo international

- Masimo international: Abu Dhabi/ Al Ain & Dubai-NE - UAE
- Responsibilities -support Distributor by TRAINING, COMPETITORS INFORMATIONS, AND
- CLINICAL RESEARCH -Conduct clinical training with DOH, MOH, DHA lead clinicians to highlight the clinical benefit and outcomes regarding:
 - Continuous HB Non-invasive monitoring
 - EEG clinical training and specially DSA waveforms
 - Cerebral oxygenation During Anesthesia
 - High risk bleeding surgeries and patient safety
 - Support major surgeries onsite (OT) specially in LIVER/KIDNEY
- TRANSPLANT CASES
- Support major surgeries in Cardiac implantation devices and open-heart surgeries
- Clinical research with lead research departments in major hospitals (CCAD, SSMC, SKMC, TAWAM)
- Lead the sales process
- Business Development management and create new opportunities in

the market

- Marketing strategies and management for the company products
- Measured and accurately processed materials to minimise wastage.
- Prepared timely and accurate financial reporting and analysis.
- Collaborated with staff to formulate budgets and improve department revenue.
- Created plans and communicated deadlines to complete projects on time.
- Demonstrated consistent hard work and dedication to achieve results and improve operations.
- Exceeded goals through effective prioritisation and consistent work ethic.
- Troubleshoot problems and diagnosed system faults.
- Actively listened to customers to fully understand requests and address concerns.
- Developed team communications and information for meetings.
- Met budget targets through responsible planning and resource allocation.
- Trained and mentored employees to maximise team performance.
- Achieved service time and quality targets.

October 2018 - October 2020

Key Account Manager Abbott Diabetes Care | Abu Dhabi/AI Ain

- Abu Dhabi/ AI Ain- UAE
- Responsibilities -Supports distributors by identifying & providing competitors information -Develops a business plan and sales strategy for the assigned territory that
- Ensures attainment of company sales goal and profitability
- Responsible for the performance & development of assigned territory
- Maintains and expands customer base by counselling distributors
- Building and maintaining rapport with key customers, identifying new
- Customer opportunities
- Collaborates with distributors to develop sales strategies to improve Market share in all product lines
- Recommends product lines by identifying new product opportunities
- And/or product & service changes surveying customer needs and trends
- Tracking competitors
- FREESTYLE LIBRE telehealth project
- Awarded best employee for objection handling and obstacle solution in
- ABBOTT 2019 -Awarded as the best employee
- Collaborated with marketing and sales teams to create innovative promotions, enticing higher-valued clients to increase purchases.
- Conducted in-depth research into accounts to obtain a better understanding of company's values, backstories and additional information.
- Managed key account matters including solving issues, updating on project milestones, attending meetings and managing other communications.
- Applied excellent negotiation, upselling and sales techniques to maximise revenue.
- Ensured accounts felt valued and up to date on matters by communicating with them daily.
- Tracked and analysed key account trends, identifying opportunities for growth and eliminating potential threats.
- Conducted competitor research to stay up to date on industry updates, money-making opportunities and threats.
- Conducted in-depth client consultations to understand their needs,

requirements and expectations.

- Targeted key accounts to buy additional products through effective use of Salesforce.
- Hired and trained staff for optimum performance against sales and marketing objectives.
- Developed retail campaign strategies with seasonal changes and implementation plans for deployment teams.
- Set prices based on market capacity and demand to achieve revenue targets.
- Formulated marketing and promotional strategies to drive business revenue.
- Managed and monitored all finances within wholesale trading, including controlling budgets and authorising expenditures.
- Established budgets for specific projects and teams and controlled costs.
- Successfully and continuously hit sales targets by seeking money-making opportunities for expansion.
- Managed the evaluating, determining value and pricing of new products within product range.
- Held regular meetings with trade staff to delegate tasks, communicate market trends, sales KPIs and priorities.

October 2016 - August 2018

Clinical Applications Specialist Modern Pharmaceutical Company
| Abu Dhabi

- Responsibilities -Training and guiding the cardiologists and their teams on the cardiac Application through training sessions
- Helping and directing them inside the Cath lab or the critical area
- Specialized in CRM (Cardiac Rhythm management) with different devices
- 1- Pacemakers
- Identified issues, analysed information and provided solutions to problems.
- Developed excellent working knowledge of industry trends and improvements in processes.
- Planned and executed new strategies to increase sales.
- Diffused challenging situations using conflict management techniques.
- Inspected products and services to comply with quality standards.
- Engaged with customers to better understand needs and deliver excellent service.
- Thrived in fast-paced environment with energy and enthusiasm.

September 2014 - September 2015

Acting Head Nurse/Senior Charge Nurse Arab Medical Center

- In charge of the 4th floor which is specialized for chemotherapy
- Administration and bone marrow transplant with capacity of 28 beds and With 23 registered and practical nurses
- Responsibilities -Worked as a team leader while managing the entire ward including
- Extending supervision -Followed up the progress of staff and determined the educational needs For each one
- Responsible for registered nurse competencies evaluation
- Participated in JCIA policies implementation in the floor
- Followed up with all the situations and complications and handled it and
- Give the summary to the unite manager
- Acting head nurse in bone marrow transplant

- Acted as a preceptor and mentor for new employees.

January 2011 - March 2014

Charge Nurse Alkhalidi Medical Center | Amman

- I am charge nurse of a hole floor with a capacity of 45 patient
- Responsibilities -Checked on all the patient cases and follow up daily treatment plans and
- Routines
- Assessed and evaluated nursing skills
- Set up educational monthly plan for nursing professional improvement
- Trained and guided fresh employees and new hires
- Set a monthly report for the comprehensive nursing competency.

August 2008 - August 2010

Registered Nurse

- In ICCU & Medical , Surgical ward
- Aqela HOSPITAL

EDUCATION

2016

Master of Science | medical management and administration
Charleston university, USA, USA

2007

Bachelor of Science | nursing
Al Zaytoonah University, Jordan_Amman

REFERENCES

REFERENCE Available upon request

LANGUAGES

Arabic: Native (tongue language)
English : Perfect
(speaking, reading and writing)

ACCOMPLISHMENTS

- first UAE remote monitoring system for Diabetic patients in UAE 2019
- Government COVID-19 remote monitoring program with Masimo products successful implementation as the first program in UAE.

LANGUAGES

Arabic, English: First Language

Arabic: C2 **English:** C2
Proficient Proficient

