



PROFILE

Accomplished salesman with a successful background in the delivery of exceptional customer service and the ability to assist high profile customers with the sale of pharmaceuticals.

Demonstrates exceptional communication and robust relationship building skills and encourages team collaboration in order to achieve excellent levels of customer satisfaction. Customer focused and experience retail, with the proven ability to work towards and consistently exceed targets. Committed to the delivery of high service standards, with strong customer care skills and the resourcefulness to deliver consistent sales results.

Core skills

- Customer service
- Retail assistance
- Brand building
- Customer engagement
- Sales assistance
- Team collaboration

CONTACT

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HOBBIES

Martial art
Fabrication Welding
Painting

MARWA, GREEN K

MEDICAL DOCTOR

OBJECTIVES

Determined and motivated Salesman with strong background in sales and ethical knowledge of the product.

EDUCATION

International Medical and Technological University

2013 - 2018

Attained MBBS Degree

International Diploma in computer studies.

2005 - 2008

MATC - Ifakara

1996 - 1999

Attained Diploma in Clinical Medicine

Tambaza High School

1994 -1996

Attained Advanced Level Certificate.

1990 – 1993

Attained Ordinary Level Certificate

WORK EXPERIENCE

Muhimbili National Hospital Mloganzila

2018 – 2019 Intern Medical Doctor

Sanitas Hospital

2014 -2017 Medical Doctor

Shelys Pharmaceuticals Ltd

2001-2003 /2007 – 2011

Sales Representative allocated numerous territories including Kariakoo and upcountry.

Responsible for Ethical and Sales promotion of various products.

Conducting clinical meetings and product evaluation.

Outstanding follow ups including collections.

Generics and Specialties

2005-2007

Sales manager.

Responsible for managing Dar sales team.

Aventis Pharma

2003 - 2005

Medical Representative as a part of Nairobi team under HighChem Ltd Nairobi.

Responsible for ethical promotion, Sales, market feedback, clinical meetings. Quarterly sales reports in Nairobi and Midland, SA.

Philips Pharmaceutical Distributors Ltd

1999-2001

TRAINING

Certificate in nurse aid (USA)

Certificate in Germany Language

Marketing and Sales in house at Phillips distributors, Shelys Pharmaceuticals and Aventis SA

Computer Knowledge

Windows and Mac platform

Ms Word: Excel, PowerPoint. Adobe Illustrator: After effects, Photoshop and Premier.

Countries traveled

Kenya, USA, South Africa, Canada and Netherlands