

# Abdulrahman Khatib

Strategy Director

## Contact

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### LinkedIn

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### Personal Website & Interactive CV

<https://abdulrahman-khatib.com>

## Skills

Presentation skills



Phenomenal

Strategy



High

Communication skills



Outstanding

Cross functionality



Excellent

Experienced Sales generator



Excellent



Scan me!



*"Who Dares... Wins"*

- Senior experienced multitasking professional that can utilize all of my skills combined with 15+ years of experience to work with innovative leading mega organizations specialized in a Medical field(S) with a promising challenging position in order to expand my knowledge and take a step forward in this career.

## Work History

2023-07 –  
Current

### Senior Innovation Corporate Strategy Consultant

*Mysan, Riyadh*

Framing strategies for healthcare corporations willing to conduct digital transformation through all its steps starting from digitization, digitalization yielding a full digital transformation.

Aiding pharmaceutical/medical or health corporates in corrective actions' strategies to catch up and design plans & procedures' schemes to avoid or prevent repeating the same issues in the future.

Designing training frameworks for corporates' management To aid in the development of the organization.

2022-11 –  
Current

### Strategy Director

*BOXES, Riyadh*

Responsible for creating actionable consultative proposals for BOXES' clients and frame strategies for projects' advancement. Monitoring each project's phase and supervise the delivery of requested services. Creating profitable long-term objectives for BOXES in its partnerships with its clients and moderating strategic projects which show BOXES intelligent communication capabilities. Develop innovative solutions frameworks and options regarding

Cardiology	Excellent
Psychiatry	Excellent
Diabetes	Excellent
Osteoporosis	Excellent
IHD	Excellent
Pediatrics	Excellent
Nutrition	Excellent
Marketing	Very Good
Researching	Excellent
Acceptability	Excellent
Surveys	Excellent
Team player	Very Good
Public relations	Excellent

complex and sensitive issues to achieve improved strategy outcomes including thorough problem identification, testing and challenging assumptions, and approaches. Monitor and manage risks and opportunities to deliver significant priority strategies.

Moderating C-Suit & executives affiliations with BOXES & supporting the team in their projects.

2022-04 –  
2022-10

### Marketing Manager

*BW, Riyadh*

Lead Marketing activities for the BW in multiple sectors mainly including healthcare facilities and healthcare institutions requiring or needing IT solutions and providing various array of consultations/consulting services for start-up medical facilities. Securing the presence of BW in activities and events involving suitable opportunities, and training for the new employees.

2021-01 –  
2022-02

### Medical & Scientific Affairs Shadowing/MSL+EMD

*Nestlé, Riyadh*

*Assumed a second parallel role of an MSL within our medical team at Nestle as shadowing for our medical and scientific affairs director, handling all scientific activities and conferences, KOLs and top medical experts management, and training for the medical delegates.*

2016-02 –  
2020-12

### Executive Medical Delegate

*Nestlé, Riyadh*

Listed Nestlé Products in many accounts that were my responsibility like King Fahad Medical City, SGH, HMG through getting The medical recommendations needed, & participated in driving the market share forward vs competition in the assigned area.

2014-03 -  
2016-01

### Market Researcher

*GMG Healthcare FZ LLC , Riyadh*

Established many projects, researches in addiction's substitution therapies for pharmaceutical organizations willing to enter the GCC and Saudi Market specifically, cardiology and ophthalmology from 2014 till 2016. Including market analysis, set go-to-market strategy, studying the potential needs and shot/long term plans.

## Languages

Arabic:



Native

English: fluently spoken and written.



Superior

## Software

Microsoft Office



Excellent

Mac OS



Excellent

Final Cut Pro



Very Good

Logic Pro



Very Good

2012-06 -  
2014-02

### Regional Task Force

*Les Laboratoires Servier, Riyadh*

Started a new project for an innovative product with a brand new principle/concept against the mainstream antidepressants, where I organized and executed awareness then marketing followed by even distribution of the new product in all of the private, institutions & MOH sectors, resulting in it becoming among the top 5 antidepressants within 8 months achieving 111% Vs. target

2010-01 -  
2012-05

### Product Expert

*Les Laboratoires Servier, Riyadh*

Drove our team towards consecutive success for all those three years, where we planned, organized and executed all the AV marketing activities (conducting and presenting more than 200 Presentations and managing round table discussions) and resulted in achievements vs target in 2010, 2011 and 2012 of 109%, 117% and 119% respectively.

2009-01 -  
2010-01

### Medical Representative

*JPM, Riyadh*

Developed the sales in the area assigned yielding an achievement of 156% vs TGT in one year for a portfolio containing more than 10 products, covering multiple therapies including: antihypertensives, antibiotics, antihistamines, PPIs, and analgesics.

## Education

2002-09 -  
2007-07

### Bachelor: Pharmacy

*Al Israa' Private university - Amman - Jordan*

- Bachelor in pharmacy from "al Israa' Private university"- Amman-Jordan 2007.
- Graduated from "Al Ma'amoon " high school in Aleppo, Syria 2002.

## Accomplishments

- Awarded as the Best Achiever for all Cardiovascular Unit in the kingdom for the year 2011-2012.
- Acknowledged for the special achievement in Hypertension line for the special achievement in Quarter 1

for the year 2010-2011.

- Awarded with a certificate of excellence for Best Time Managed Selling Tactics 2010.
- Successfully Completed advanced Selling skills training courses with Certificates of Excellence during 2012.

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## Interests

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- I like to compose and play music on both electrical Guitars and acoustic ones, and I do even perform live when there's a time or a chance for it, my last performance was in Barcelona-Spain 2012
- I also love video games that require attention or quick reactions and/or decisions in association with other players online or offline.
- I practice sports on weekly basis (mainly Cycling) and love to read fiction novels and especially Sci-fi ones
- Love to employ technology in all possible ways to make life simpler, safer & more enriching experience

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## Personal Info:

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- Nationality: Syrian
- Date of Birth: 20/Feb
- Place of Birth: Aleppo
- Martial Status: Married
- Driving license: valid
- Residency (Iqama): transferable