

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

2025-06-
Current

Managing Director

Boxes Intelligent Communications, Riyadh

Building and defining the strategy for the firm involving the vision, positioning and long term strategy. Set the annual business objectives and targets Identify the new market opportunities, retain old clients and and follow up on new industry trends, and new service offerings. Build relationships with Key Decision Makers and corporate stakeholders and develop strategic partnerships and networking abilities. Ensure the delivery of high quality PR materials and handling all Work-streams coordination for all teams, copywriters, analysts, content creators, designers and IT teams. Oversee budgeting and forecasting and ensure sustainable revenue growth and operational efficiency. Review contracts, pricing structures and commercial terms Lead and mentor department heads, oversee recruitment and talent acquisition and succession planning.

2023-07 –
Current

Senior Innovation Corporate Strategy Consultant

Mysan Management Consulting, 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

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

& 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.

Strategy Director

Boxes Intelligent Communications, Riyadh

2022-11 –
2025-05-

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 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.

Marketing Manager

BW, Riyadh

2022-04 –
2022-10

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.

Medical & Scientific Affairs Shadowing/MSL+EMD

Nestlé, Riyadh

2021-01 –
2022-02

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.

Executive Medical Delegate

Nestlé, Riyadh

2016-02 –
2020-12

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.

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

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 short/long term plans.

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.

Interests

- 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

Personal Info:

- Nationality: Syrian
- Date of Birth: 20/Feb
- Place of Birth: Aleppo
- Martial Status: Married

- Driving license: valid
- Residency (Iqama): transferable