



Hamid Mortazavi

Sales Executive

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Languages

Persian (Native)

English (Fluent)

About

Sales Executive

Darou Pakhsh Pharmaceutical Co.-Tehran- Iran

January 2020 – Present

Exceeded sales targets by 23.5% on average for the past two years, generating over \$2.6 million in annual revenue.

Developed and managed a high-performing sales team of 11 members, providing coaching, training, and motivation to ensure success.

Implemented effective sales strategies and provided ongoing market analysis, resulting in a 18% increase in customer acquisition.

Cultivated strong relationships with key clients, resulting in repeat business and a 32% increase in client retention.

Senior Sales Representative

Pourateb Pharmaceutical Co.-Tehran- Iran

June 2017 - December 2019

Consistently achieved and exceeded monthly and quarterly sales targets, contributing to an 8.3% year-over-year increase in revenue.

Conducted market research to identify new leads, resulting in a 16.7% increase in the client base within the first year.

Demonstrated product knowledge and excellent communication skills to provide tailored solutions, earning the trust of clients.

Collaborated with the marketing team to develop and execute successful sales campaigns.

Sales Associate

Jabir ebne Hayan Pharmaceutical Co.-Tehran- Iran

March 2015 - May 2017

Greeted and assisted customers, ensuring a positive shopping experience and increasing in-store sales by 9.3%.

Managed inventory, optimized product displays, and organized promotional events to boost sales.

Consistently achieved or exceeded weekly and monthly sales quotas, earning recognition as a top-performing sales associate.

BRANDS WORKED WITH

Darou Pakhsh Pharmaceutical Co.-Tehran

Jabir ebne Hayan Pharmaceutical Co.-Tehran

Pourateb Pharmaceutical Co.-Tehran

Experience

● Sales Executive

Darou Pakhsh Pharmaceutical Co.-Tehran | Jan 2020 - Now

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Education & Training

2011 - 2012 ● **Michigan State University**

Doctor of Philosophy - PhD,

1999 - 2006 ● **Tehran University of Medical Sciences**

Doctor of Pharmacy - PharmD,

1999 - 2006 ● **Tehran University of Medical Sciences**

Doctor of Pharmacy - PharmD,