

ZAHEEDA ABDULLA

[An individual with a demonstrated successful history of working in the SA Healthcare industry. Skilled in negotiation, staff development, customer relationship management, public speaking & team leadership]

WORK EXPERIENCE

SALES STRATEGY & BUSINESS DEVELOPMENT 2022- date

Akacia Medical

- Support Premium business teams to align their strategies and executions to the brand
- Collaborate with other relevant functions to develop strategies that drive the Premium brand vision and objectives
- Analyzing and expanding business operations towards sustainable growth

NATIONAL SALES MANAGER 2020-2022

Akacia Medical

- Establish productive and professional key relationships in the industry
- Ensure profitable growth of sales revenue & profitability
- Monitor & Analyse performance matrixes and recommend improvements

NATIONAL SALES MANAGER 2019-2020

Pharmed Pharmaceuticals/Imperial health Sciences

- Establish productive and professional key relationships in the industry
- Ensure profitable growth of sales revenue & profitability
- Monitor & Analyse performance matrixes and recommend improvements



CONTACT

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10 Fir Road, Sandton, 2095

EXPERTISE

- Problem Solving
- Strategic Planning
- Critical Thinking
- Analytical
- Leadership
- Interpersonal Skills
- Negotiation

REFERENCES

Yusuf Vahed
MD | City Medical KZN
031 574 8200

Greg Carver
Independant Consultant
082 805 1243

REGIONAL SALES MANAGER

2017-2018

Pharmed Pharmaceuticals & Imperial Health Sciences

- Create regional sales growth strategies in alignment with business strategy
- Create a holistic training and development plan for sustainability
- Analyse market trends and discover growth opportunities
- Manage a team as well as their performance and development

KEY ACCOUNTS SPECIALIST/ PHARMACY SALES SPECIALIST

Pharmed Pharmaceuticals

2011-2015

- Manage a database of key accounts
- Ensure that strategically plans are put into place aimed at growth
- Ensure progress reports and forecasts are shared between internal & external stake holders using matrixes

WELCH ALLYN SALES SPECIALIST

2016 - 2018

Pharmed Pharmaceuticals

- Analyse set territory market potential and ensure growth.
- Achieve agreed upon outcomes.
- Expedite resolution to queriers to ensure satisfaction

EDUCATION

University of Cape Town

current-2023

UCT Data Analysis & Business Intelligence

The Smart Group

2014

Sales Management Effectiveness

Varsity College

2013

Sales Management Diploma

University of Kwa-Zulu Natal

2007-2010

Bachelor Of Medical Sciences- Clinical Human Anatomy