



OSAMA AL-HAIL

Sales&Marketing Manager

Personal Info

AL NASIR , Amman, Jordan

+962799017092

osama@rawhi.jo

Nationality

Jordanian

Date of birth

28-2-1977

Skills

Teamwork

Leadership

Communication

Problem-solving

Creativity

Time management

Interpersonal skills

Attention to detail

Adaptability

Work ethic

Summary

The beginning of my work was in Rawhi Pharmacy as a collection employee. Then I loved entering the field of sales, where I joined a small drug store. Then my constant ambition for development made me join the beginnings of establishing Rawhi Drug Store, where I had a special imprint since its establishment, so that there was progression through positions from sales representative to sales supervisor. Until I reached the position of sales and marketing director until this moment.

During this journey, many goals were accomplished that I participated in setting with the company's system, which was an agent for Philips(MCC+OHC) in Jordan market

Work Experience

Sales and marketing manager, Rawhi Drug Store, Amman

2009

Many goals were achieved, and new markets were opened, in addition to being the official warehouse representative for all Philips Avent / Sonicare meetings held annually. Also, all the objectives required by the parent company were achieved.

Sales Supervisor, Rawhi Drug Store, Amman

2008 - 2009

Many plans were made, new representatives trained, and many conferences and activities were designed and participated in.

Sales Representative, Rawhi Drug Store, Amman

2003 - 2008

With the beginning of the company's establishment, it was a start to establish relationships with customers by concluding deals with them and visiting many baby shops and pharmacies in the Jordanian market, which included (sales and collection).

Sales Representative, Muna AL Zaben

2000 - 2003

Claim Examiner, Euro Arab Insurance

2001 - 2003

I simultaneously worked in two roles, gaining valuable experience in both positions. I began the year at(Muna Al Zaben) as a sales representative . During the same year, I also took on a role at Euro Arab insurance (claim examiner), allowing me to develop my skills.

Employe collection and follow up insurance calims, Rawhi Drug Store, Amman

Education

bachelor's degree, Al Zaytoonah university of Jordan (excellence)

2021 - 2025

Earned a Bachelor's degree in (Business Administration) with distinction

Maintained excellent academic performance for three consecutive years, achieving top grades throughout my Bachelor's degree

Courses

Business and Human Resource Management, The University Of Jordan

April 2016 - August 2016

Quality Managemnt System-Customer Satisfaction, A2Z Consulting UAE -Dubai

2018

Sales and Marketing strategies and techniques, A2Z Consulting UAE -Dubai

2018

Effective communication skills, JIS Academy

2015

General computer skills, JIS Academy

2015

English language skills, JIS Academy

2015

Total Quality Management, The Hope International Company

February 2024 - March 2024

Risk Management(PMI), The Hope International Company

October 2024 - December 2024

Professional Pharmaceutical Selling Skills, Jassara center

2012

Human Resource, The Hope International Company

2023

LINK Marketing Matchmaking , Origami Marketing and Design

2014

JORDAN'S FIRST INT BREASTFEEDING CONFERENCE

2016

ACHIEVEMENT

During my career

- Significantly boosted sales through strategic initiatives and market expansion.
- Established and maintained strong partnerships with children's stores and shopping malls.

- Led successful promotional campaigns, earning the company recognition for excellence in marketing.
- Enhanced customer trust and confidence in the product through effective engagement and brand positioning.
- Actively participated in numerous industry conferences and events to drive brand awareness and professional growth.

Thanks and Appreciation Letter, Carrefour

2019

For permanent cooperation and distinguished activities

Hobbies

I have a strong passion for traveling, as it allows me to explore diverse cultures, adapt to new environments, and broaden my global perspective. Through my travels, I have developed strong communication, problem-solving, and adaptability skills, which enhance both my personal and professional growth. Experiencing different cultures has also strengthened my ability to interact with people from various backgrounds, fostering open-mindedness and cultural awareness.