**Kareem Najdawi**

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***Driven, focused, and knowledgeable Strategic Leader with 8+ years of experience and a proven ability to lead others and oversee daily sales operations within fast-paced environments. Experienced in managing key client accounts, completing sales/financial forecasting, scheduling, diffusing escalated client service situations, and coaching/training staff members. Highly adept in improving operational revenue in addition to maintaining strong communication with co-workers, staff, clients, and members of executive management.***

**Key Competencies**

Medical/Dental Device Sales • Project Management/Client Pipeline Management • Relationship Management • Client Retention/Process Improvement • Increasing Brand Awareness • Sales/Financial Forecasting

**Professional Experience**

Pioneer Kitchen Jan. 2019 – Current

**Owner/Operator**

* Managed a $600,000.00 annual operating budget
* Managed business finances, including paying vendors and suppliers for products services rendered
* Monitored income expense sheets to track and adjust expenses
* Researched public perception of products and services and used information gathered to guide strategy development
* Reviewed sales and activity reports to measure productivity and meet company performance targets
* Skillfully interacted with external vendors to obtain the best quality in prices and product
* Carefully developed a lucrative annual food and beverage marketing plan and strict budget to maximize profits
* Managed and directed team of 12 members on effective methods, operations and procedures
* Developed strategic partnerships for future endeavors as well as current business operations
* Effective leader with successful budget development and staff training development
* Talented negotiator with strong work ethic and cost-effective procurement
* Catered large-scale events with up to 500 attendees, providing health-conscious meals.
* Ensured compliance with health codes and FDA regulations for sanitation and food handling
* Ensured provision of service in terms of order accuracy and time management, as well quality control for the business
* Manage payroll records, accounts payable, accounts receivable, and prepared monthly reports

Horizon Pharmaceuticals November 2017-January 2019

**Territory Manager**

• Direct day to day sales scheduling & planning within a fast-paced environment with a focus on increasing productivity and operational revenue

• Weekly review on customer data analysis forecasting daily, weekly, monthly and quarterly prescriptions

• Supported customer program implementation, training and onboarding for 300+users while achieving a 95% adoption across 21 customers within one year

• Direct project management initiatives from testing through development, implementation and delivery of new product (Pennsaid2%)

• Created and maintained project documentation, daily and weekly plans, and progress

• Utilizing CRM for client communication reports for manager

• Create progress reports and monitor program data to assess efficiency

• Build strong, lasting relationships and strategic partnerships through exceptional client service serve as primary point of contact for client communications

• Identify and contact potential clients within the territory, coach clients on product benefits, identify client needs/requirements, and overcome client objections

• Consistently increase client engagement and satisfaction metrics, attend industry sales events, and support large-scale special projects within the territory

• Recognized as 1st in the territory for 3 consecutive months in first 9 months,

Zimmer Biomet June 2016-November 2017

**Territory Sales Manager**

• Coordinated sales operations within the territory with a concentration on contacting Oral Surgeons, Periodontitis, Prosthodontists, Dentists, and dental labs

• Weekly review on customer data analysis forecasting daily, weekly, monthly and quarterly purchase orders

• Utilizing CRM for client communication

• Executed customer buy in implementation, spanning 35 users (Healthcare Providers), achieved 87% adoption rate within three months of providing value add ons

• Define timelines, KPI’s, product deliverables, and milestones

• Negotiate pricing, timelines, services, and terms with clients

• Manage all clients through the full sale life cycle

• Create progress reports and monitor program data to assess efficiency

• Identify and contact potential clients within the territory, coach clients on product benefits, identify client needs/requirements, and overcome client objections

• Consistently increase client engagement and satisfaction metrics, attend industry sales events, and support large-scale special projects within the territory

• Led new business development operations, acted as Chatter Director for new product lines, and generated leads through referrals and setting up new meetings

• Provided coaching and guidance to both new and existing clients, diffused escalated client complaints, completed client site visits, and trained clients on dental equipment usage

• Set and completed approximately 12 new appointments per week along with 4 follow-up appointments a business development tasks

• Successfully grew the territory by $200K in one year, gained a nomination for Rookie of the Year (placed 2nd), placed 3rd in the company during year 1, and attained 115% for multiple quarters

Cintas Corporation November 2014-June 2016

**Outside Sales Representative**

• Facilitated sales operations on behalf of the organization which included generating leads, cold-calling clients within the territory, and marketing facility management services

• Completed cold-calls of prospective clients, overcame client objections, and generated quotes, credit terms, contracts, and bid specifications

• Consistently recognized for the ability to build effective partnerships with clients within a group of 32 zip codes along with completing over 16 new sales presentations per week

***Additional Experience Includes: Outside Sales Representative, WorldWide Express (2013-2014); Corporate Recruiter, Balboa Capital (2012-2013); And Sales Representative, College Works (2011-2012)***

**Education**

**Bachelor of Science, Business Administration, Marketing,** Fresno State University