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Top Skills

Leadership

Sales and Marketing

People Development

Talent Management

Learning and Training

Coaching and Mentoring

Languages

Arabic (Native)

English (Full Professional)

French (Basic)

Certifications

Managing Virtual Teams

Drive Daily Simplicity

MBTI/HBDI

360 Coaching

Train the Trainer (TOT)



Khaldoun Zaghloul

Maximizer (Strength-Finder Profile): bringing out the best out of people and maximizing opportunities

Jordan

Summary

Experienced Inspirational Leader with a demonstrated history of working in the pharmaceuticals & medical devices industry within multicultural, multinational environments. Skilled in Leadership, Commercial Excellence, Learning & Training, Sales Force Effectiveness, Sales & Marketing Management, Cross Functional Work, People & Business Development. Strong professional driven by the passion to develop people towards reaching their maximum potential, leading to organizational success.

Experience

Business Excellence Center (BEC)

7 months

Founder/CEO

October 2022 - To date

Amman, Jordan

Novartis Pharma

10 years 1 month

Head of Commercial Excellence-LEVANT Region

February 2022 - *September 2022*

Amman, Jordan

Leading Commercial Excellence Initiatives/Projects (including SFE & Capability Building) in Levant Countries, aiming to maximizing people performance towards reaching more patients with our Innovative Medicines.

Learning & Training Manager-LEVANT Region

January 2016 - January 2022 (6 years 1 month)

Jordan

Leading Capability Building Initiatives/Projects for the Commercial Team, in addition to spreading Curiosity and Lifelong Learning culture across the organization.

Training Manager-Gulf Region

August 2012 - December 2015 (3 years 5 months)

Jordan & Kuwait

Leading Training and Development programs for Commercial Teams in the region.

Covidien (Medtronic)

Market Development Manager-LEVANT

January 2011 - July 2012 (1 year 7 months)

Jordan

Leading the Distributors' Teams in 4 countries (Jordan, Syria, Lebanon & Iraq), in terms of sales & marketing in order to achieve their financial & non-financial objectives.

Ferring Pharmaceuticals - Middle East

Sales Manager

July 2006 - December 2010 (4 years 6 months)

Leading a team of 7 Medical Representatives & Key Account Managers to achieve their objectives in the Jordanian Market. As well as, working closely with the distributor in terms of distribution, stock forecast & training of the sales team.

AstraZeneca-Saudi Arabia

District Manager

October 1998 - June 2006 (7 years 9 months)

Joined as Medical Representative in 1998, then promoted to District Manager in 2001

Education

Jordan University of Science and Technology

Bachelor's degree, Pharmacy · (1991 - 1996)

De la Salle College (Les Freres)

Secondary School · (1984 - 1990)