



## Mohammad Tawaiah

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### Truma Line Manager

Dynamic, results-oriented professional with 8+ years of comprehensive experience in Orthopedics trauma medical devices industry. Hands-on leader, skilled communicator, and fearless problem solver with demonstrated ability to use personal judgment for effective decision making. Demonstrates aptitudes for quickly establishing collaborative relationships among teams, peers, and management.

### Professional Experience

**Al-Mafsal Medical Company, Amman, Jordan**

Oct 2020 – Till now

*The mother company is located in Saudi Arabia, Al-Mafsal Medical Company is an Orthopedics medical equipment supplier, bringing to customers and patients the best medical devices, diagnostics and healthcare technology.*

#### **Trauma Line Manager**

- Successfully reached an annual revenue of JOD 500K for the year of 2021.
- Dedicatedly built and developed relationships with clinical partners, and engaged with Key Opinion Leaders across the product portfolio.
- Played an integral role in having 3 more technicians in the Truma Line and participated in opening 3 more lines.
- Spearheaded the selling of trauma product portfolio to new accounts and sought opportunities to increase sales with existing customers.

**Brothers Company, Amman, Jordan**

Jun 2018 – Oct 2020

*As an exclusive dealer of DePuy Synthes which provides one of the most comprehensive Orthopedics portfolios in the world, Brother Company is a market leader in medical devices that are used to treat Orthopedic trauma.*

#### **Product specialist and Orthopedics Technichen**

- Independently guided and assisted surgeons in the operating room by providing clinical and technical support of orthopedic surgical cases.
- Developed business opportunities across the portfolio in Key Focus Accounts and supported the successful conversion of these business opportunities.
- Collaborated with Trauma partners to effectively grow and develop Trauma business

**Isam Company, Jeddah, Saudi Arabia**

Mar 2013 – Dec 2017

*As an exclusive dealer of DePuy Synthes which provides one of the most comprehensive orthopedics portfolios in the world, Isam Company is the market leader that brings the most innovative state of the art medical technology & solution in Saudi Arabia.*

#### **Product specialist and Orthopedics Technichen**

- Provided accurate information and in presence support to consultants and nursing staff regarding the use of products, and ensured the operation proceeds successfully.
- Applied independent judgment to respond to physician needs
- Tracked, and effectively deployed equipment and assets throughout the assigned areas ensuring product availability.
- Acquired expertise of products portfolio and understood competitive products

- Shared key customers, procedural and marketplace insights with other sales, clinical, marketing, and strategic account teams to improve on solutions / service levels and support sales growth.
- Provided first class service to customers including training, stock checks, timely deliveries.

**Al-Basheer Hospital, Amman, Jordan**

Aug 2012 – Feb 2013

*Al-Basheer is the largest hospital in Jordan, it can accomodate 1100 beds, it is an educational governmental hospital*

**Nurse - Operating Room/ Trainee**

- Carried out specific delegated clinical and care tasks to a high standard, under the supervision of a registered nurse
- Developed understanding of all elements of the nursing process
- Assisted with the implementation and monitoring of clinical standards and outcomes
- Ensure clear, concise, accurate and legible records and all communication is maintained in relation to care delivered adhering to local and national guidance

**Education**

**Bachelor of Science, Nursing, Israa Technology, 2012**

**Training**

**Trauma Product Training, DePuy Synthes - Dubai, 2015**

**References**

**Dr. Mazin Kurdiah, Orthopedics Consultant, +962795544993**

**Dr. Fadi Al-Rosan, Orthopedics Consultant, +962795184614**

**Dr. Ahmad Qtuishat, Orthopedics Surgeon, +962799926990**