


**COMPANY
PROFILE**

PHARMA
Sells



**PURSUIT
TO EXCELLENCE**

MESSAGE FROM GENERAL MANAGER



hi,
First of all, I would like to thank you for giving us part of your precious time to explore our company and our role as Pioneers and innovative in the business of pharmaceuticals marketing and serving the community.

To reach market leadership and to earn customers and global pharma manufacturer trust is a hard mission requires innovation, hardworking, and a lot determination to achieve the goals and draw clear path for future business.

From our point of view, the most effective companies are ones which always consider innovation in marketing is the right path to reach customers satisfaction, and also attract other business partners from around the globe to make partnership and provide high quality innovative products to our customers and community and helps improving their quality of life.

This is our passion and what drives our approach and commitment to a service of the highest quality, with energy, enthusiasm and fresh thinking. And help us draw our business path for the future and be market leaders.

We welcome all of you, individuals as innovative, creative employees, and also companies from all the glob as partners whom have the passion to establish a fruitful partnership and expansion in the Yemeni pharmaceutical market to achieve their aspirations and goals.

have a wonderful time exploring our company.

Sincerely
Dr.Nabil AL-Moalimi

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Sells

WHO ARE WE



Our company was found in 2013 with Capital of 700,000 USD and focused on utilizing Its Marketing experts to asset many Local business partners identifying, importing,marketing meaningful products that address unmet Patients Health needs.

Through our past years of experience , and market trust which consider to be the core of our business. we've built valuable relationships with local and Global business partners, local key opinion leaders, and continuing to expand our business and aquire our own product portfolio through having agreement with trusted pharmaceutical manufacturers from all around the globe which has led us to become both trusted and professional in the eyes of our business partners and loyal customers.

We are extremely knowledgeable of marketing large products portfolio that covers a wide range of Therapeutic Areas which part of our unwavering commitment to improve patients' lives.

We aim at becoming an international firm within a local traditional context Through applying the international standards in quality, marketing ethics, pharmacovigilance and customer support .

OUR CORE VALUES



INTEGRITY

All our business decisions are guided by the virtue of integrity. To us, integrity means doing the right thing always. We are committed to the highest ethical standard in all our business operations.

COMMITMENT TO QUALITY

Our actions are guided by uncompromising dedication to quality standards which encompasses all our practices and processes from sourcing, importation, promotion and supply of our products to the customers.

CUSTOMER SATISFACTION

We are committed to ensure that the needs of our customers are timely met. We are highly focused on maximum customer satisfaction by providing high quality products and services.

TRANSPARENCY

Our success is tied to open exchanges of information. Our company is built on a foundation characterized by openness and honest exchange of information. To us, this is the best way to ensure success. We always encourage our stakeholders to share feedback to help us grow and become better and stronger.



OUR HISTORY

2013

Acquired Legal Entity For Importing ,sales And Marketing, Pharmaceutical Products.

2014

Signed Exclusive Distribution Agreement With DONG-A Of Korea.

2015

Signed Partner Agreement With Al-Nahdi Company for the Marketing And Sale of Nobel Company's Brands.

2015

Signed Exclusive Distribution Agreement With Pacific Pharma-Bangladesh.

2016

Launched 6 New Branches In New Cities and Areas.

2016

Signed Exclusive Distribution Agreement MARKSANS-INDIA.

2018

Signed Exclusive Distribution Agreement with BROTIEN LAB- UK.

OUR VISION



Our vision for the market, requires, and deserves to attract all talented individuals and marketing professionals to work with us and provide them with the environment that helps them to innovate. It also encourages companies from all around the world to consider partnership with us and invest in our market and achieve business growth in the long run.

we are always committed to move towards our goal of being market leaders and make a visible difference in the eyes of our customers, Global business partners, and community.

we will engage and anticipate the needs of our customers to reach their satisfaction, and will maximize return to the business partners while still maintaining quality in our products.

OUR GOALS



To go beyond customer, business partners expectations and provide the service to our valuable customer in an ethical way.

Continuous learning and development programs for our staff and reach appropriate work environment suitable for the team inspiration.

Serve the community though providing various medical educational programs and services .

Respect our business partners values and inspiration and make their goals achievable.

ADMINISTRATIVE BOARD



General Manager
Dr.Nabil Al-Moallemi



Vice Manager - Marketing & Sales Manager
Dr.Anwar moharram



Finance Manager
Mosed Al-Absi



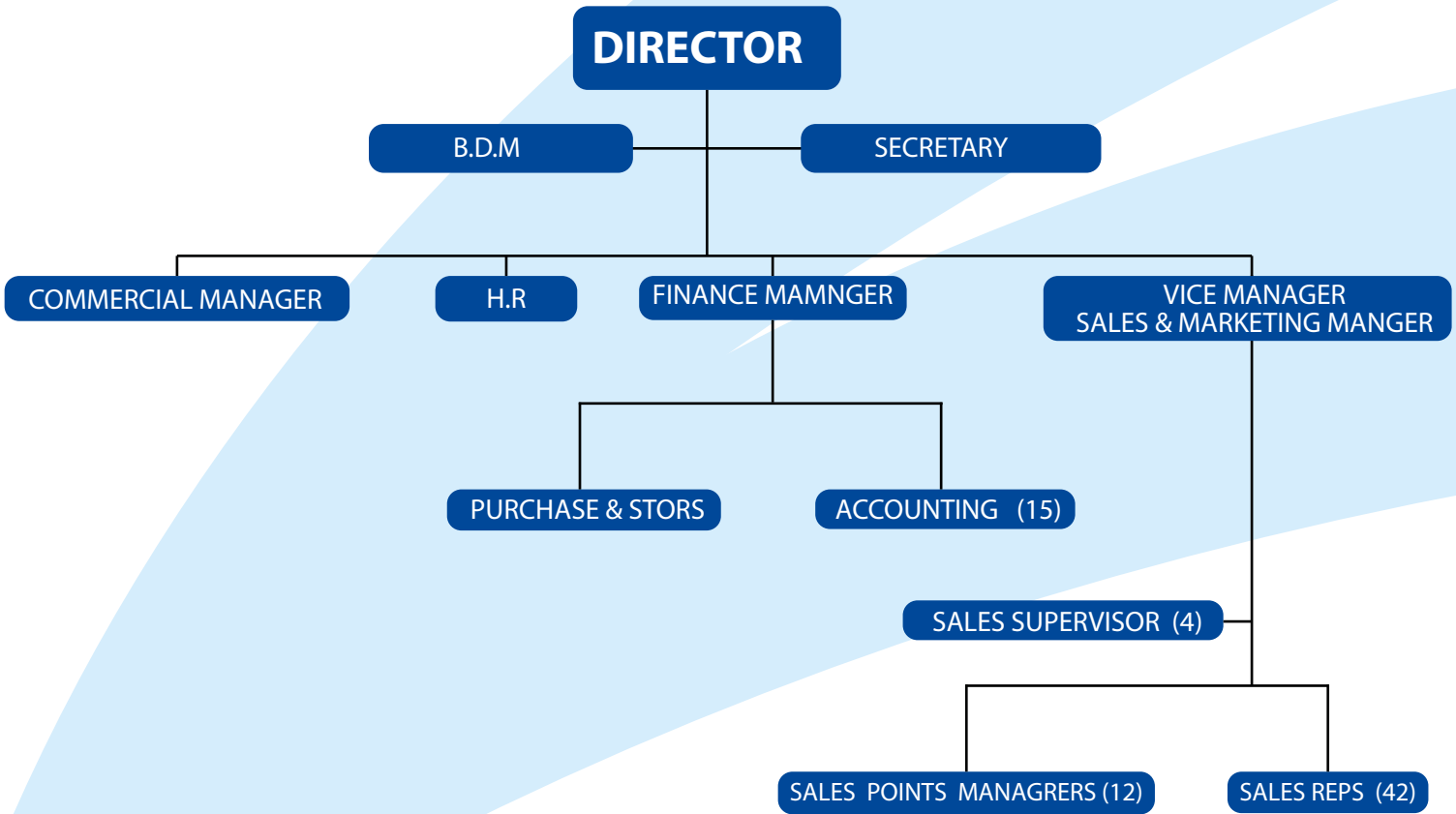
Business Development Manager
Dr.Adnan Ghalib



Human resource Manager
Mr.Abdullatef Al-Moallemi



ADMINISTRATIVE STRUCTURE





MARKETING DEPARTMENT

our marketing department is the key parts of our business activity. it is what creates customers and generates income, guides the future course of a our business and defines whether it will be a success or a failure. it identifies the areas in which the product fits and where the business should focus its marketing strategy and, therefore, spend its budget for the maximum coverage and results

for that reason a sustained marketing effort is done by our dedicated marketing team .

today , our marketing department consist of 15 members they exert extraordinary efforts to promotes, establish, develop the business in a modern ethical way using all available up -to date techniques of communication with customer and market activities based on the products or the market demand



SALES DEPARTMENT

selling is one of the major forms of communication, gaining profit and customer acquisition in our company

it is like a power station sending out energy to all departments of company ,
the sales team is devoted to the advertising, selling of our products and more over to be in direct contact on daily basis with our customers .
for this reason, we always hire and attract the best professional staff member's and provide the optimal work environment for them , and continues training and education to insure that each member of the team is capable of delivering the business to the desired level.

Today ,the company is ready to penetrate the Yemen Market and has more than 12 branches spread over most Yemeni govern ate as well as more than 45 employees working in marketing and sales of the company products

FINANCE DEPARTMENT



the activities expected from a finance department cover a wide range from basic bookkeeping to providing information to company management in making strategic decisions at the base level, our bookkeeper will be responsible for all the day-to-day transactional accounting for the company. this will include the tracking of all transactions

is also responsible for management of the company cash flow and ensuring there are enough funds available to meet the day-to-day payments. this area also encompasses the credit and collections policies for the company's customers, to ensure the company is paid on time, and that there is a payment policy for the company's suppliers.

businesses, this department filled by a staff members with accounting experience and high standards .

the finance department will work with managers to prepare the company budgets and forecasts, and to report back on the progress against these throughout the year. this information can be used to plan staffing levels, asset purchases and expansions and cash needs, before they become necessary.



H.R. DEPARTMENT

we always believe that an efficiently run human resources can provide our company with structure and the ability to meet business needs and achieve growth this can be done through managing our company's most valuable resources -- its employees.

our H.R is handled by H.R. specialist with long expertise, its responsible for hiring, training, designing compensation and benefits and setting work regulation for our staff.

the forward-thinking of human resource department is devoted to providing effective policies, procedures, and people-friendly guidelines and support within companies. additionally, it serves to make sure that the company mission, vision, values or guiding principles, the company metrics, and the factors that keep the company guided toward success are optimized.

COMMERCIAL DEPARTMENT



The commercial department is considered to be the link between the company and the global companies, this department manages many vital and logistics processes involving:

- Communicating and searching for global business partners.
- Providing our business partners with reports and market data and analysis.
- Planning orders in coordination with our business partners.
- Product registration
- Managing and controlling the transportation of shipments and custom clearance.

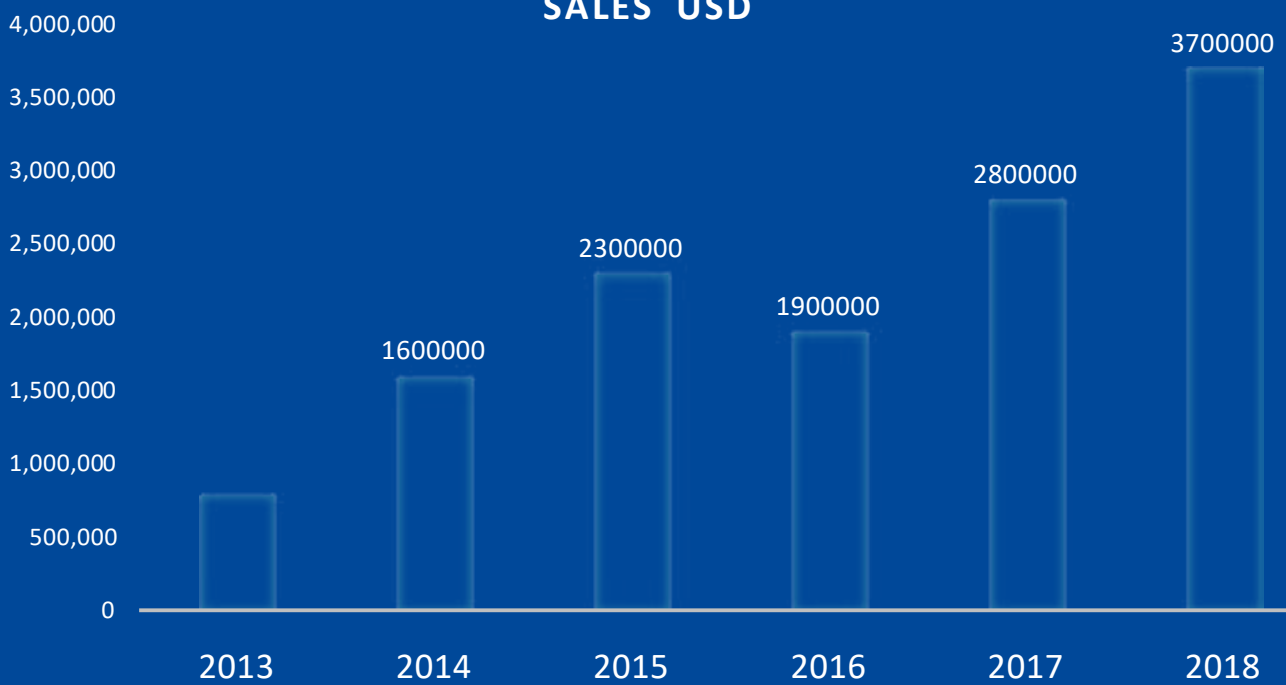
It keeps our business partners updated with all information, real-time data concerning the business progress.

The staff members of this department are highly trained to perform a multi-task job with high professional way that meets our standards in doing business with companies around the world.

MARKET GROWTH



SALES USD



KEY PARTNERS

INTERNATIONAL



BROTIEN LAB- UK



DONG-A PHARM.

LOCAL



OUR WAREHOUSES



With the help of leading technologies and ministry of health-approved warehouses, SEMs warehouses consider to meet the highest standards with the aim to obtain ISO 9001 in Near future



CONTACT US

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Sems

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