



# Abdelrahman Ayman Mansour

Experienced Pharmacist ( with SCHS Card ) with a demonstrated history of working in the pharmaceutical industry. Skilled in Negotiation, Data Analysis, Time Management, Teamwork and Sales Management. Strong healthcare services professional with a Bachelor of pharmacy from Alexandria University. Seeking for a challenging position of Medical Representative in a leading reputable company that matches my field of interest, where my abilities and skills can be developed and my knowledge can be applied.

## Work experience

### Medical Representative

Jan 2020 - Jan 2021

*Apotex, Jeddah - Makkah - Taif*

- Responsible for promotion of Cupido ( Clopidogrel ), Claz ( gliclazide ) and Esural ( Esmoprazole )
- Responsible for territory analysis, planning, problem solving, competitor feedback and results
- Provide product information and deliver product message.
- perform internal and external meetings.
- Enlisting Claz 60 ( gliclazide ) in potential accounts.
- prospect new Potential accounts.

### Medical Representative

Oct 2019 - Jan 2020

*Biotech-gulf Cigalah, Jeddah - Makkah - Taif*

Responsible for promotion of Foltene and Esthederm Products in Western Area

### Medical Representative

Jan 2018 - Oct 2019

*Acino Switzerland, Jeddah*

- Responsible for promotion of Salipyax ( Fluoxetine ), Lofral ( amlodipine ) and Clopacin ( Clopidogrel )
- Build up relationships with doctors, pharmacies and KOL by personally meeting them on regular visits.
- Enlisting Clopacin ( Clopidogrel ) in big accounts.
- Classified doctors according to rate, potentiality and Gain in return,
- Organize AVA and Round table discussion with doctors.
- Reaching and if possible exceeding the annual sales target
- keeping up to date with the latest clinical data supplied by the company presenting and discussing this data with health care staff
- staying informed about the health care activities in my area
- contact customer, find out the needs of the customer and try to satisfy them
- prospect new potential customer

### Shift Manager

Jan 2015 - Dec 2016

*Community Pharmacy, Alexandria*

- Inspected drug storage sites, monitored drug supply expiration dates
- Ensured proper supply levels.
- Displayed patient-oriented and comprehensive pharmacy
- Maintained high standards of customer service during high-volume,

## Education and Qualifications

### Bachelor Degree In Pharmacy

Oct 2012 - Jun 2017

*Alexandria University, Alexandria*

B.Sc. Degree in Pharmacy

Grade : Very good

## Skills

Microsoft Office



## Personal

### Name

Abdelrahman Ayman Mansour

### Address

Al Sharfya dist - Jeddah - Saudi Arabia

### Phone number

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### Email

abdelrhman.mostafaa@hotmail.com

### Date of birth

01-06-1994

### Nationality

Egyptian

### Driving licence

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## Languages

Arabic

Native

English

Advanced