



MOHAMED RAAFAT YAKOUB

SENIOR MEDICAL REPRESENTATIVE

Date of Birth 26 / 10 / 1985
 Nationality Egypt
 Gender Male
 Marital Status Married
 Driving license Valid
 Military Service Final Exemption
 Scfhs Registered
 Iqama Eligible for transfer

CONTACT



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COMPUTER SKILLS

MS Office ★★★★★
 CRM ★★★★★
 SAP ★★★★★
 Salesforce ★★★★★
 Veeva ★★★★★

LANGUAGES

Arabic ██████████
 English ██████████

EDUCATION

Bachelor of Pharmaceutical Sciences - Faculty of Pharmacy- Mansoura University.
 Grade: Good.
 Graduation Date: 2008.

EXPERIENCE

SENIOR MEDICAL REPRESENTATIVE

Aug 2018 - Present

SPIMACO – RIYADH , ALKHARG

Therapeutic Area and products:

- Pediatric :Oral Antibiotics(**Klavox**),Oral antihistamines (**Lorinase**), Iron supplements (**Ferose**), Asthma Inhalers (**Respira**)
- Adult : Oral Quinolones (**Moxive**)

MEDICAL REPRESENTATIVE

JAN 2014 – AUG 2018

SPIMACO – MAKKAH AND TAIF

Therapeutic area and products:

- Diabetes (**Glim**), Hypertension (**Sortiva**), Peptic ulcer (**Peptazole**).

Major accomplishments and experience:

- Achieving company objectives in terms of sales and RX in different territories with excellent growth rate.
- Achieving No 1 Rank (Klavox suspension) in Amoxicillin clavulanic range in assigned centers like Sulieman alhabib , Dallah , Kingdom hospital and SMC.
- Excellent relation with Kols in big potential centers like Sulieman alhabib, Dallah,SMC, Kingdom hospital,falah hospital and with key decision makers in different accounts.
- Arrangement of high standard regional and local meetings with Kols and staff doctors.
- Dealing with different tasks and delegations with team members.

SENIOR MEDICAL REPRESENTATIVE

JAN 2012 – DEC 2013

EVA PHARMA – EGYPT-DAKAHLYA

MEDICAL REPRESENTATIVE

NOV 2008 – JAN 2012

EVA PHARMA – EGYPT-DAKAHLYA

CERTIFICATIONS AND TRAINING:

- MBTI -*Spimaco-KSA*.
- DISC Behavioral Model -*Spimaco-KSA*.
- Consultative selling and personal branding skills -*Spimaco-KSA*.
- Assertiveness and conflict resolution -*Spimaco-KSA*.
- Negotiation skills and problem solving -*Spimaco-KSA*.
- Time management-*Spimaco-KSA*.
- Presentation skills-*Spimaco-KSA*.
- Advanced selling skills -*Spimaco-KSA*.
- Core expertise course-*Eva pharma-Egypt*.
- Basic and advanced selling skills-*Eva pharma-Egypt*.

MEDICAL TRAINING:

- Oral antibiotics-*Spimaco-KSA*
- Oral antihistamines-*Spimaco-KSA*
- Anemia and oral Iron-*Spimaco-KSA*
- Asthma-*Spimaco-KSA*
- NSAIDS-*Spimaco-KSA*
- Diabetes and management-*Spimaco-KSA*
- Peptic ulcer management -*Spimaco-KSA*
- Hypertension and Management-*Spimaco-KSA*
- Diabetes management-*Spimaco-KSA*
- Nutrition and obesity course-*Eva pharma-Egypt*.
- Hyperlipidemia and management-*Eva pharma-Egypt*.

PERSONAL SKILLS

Active, hard worker, ambitious, leadership abilities, adaptability, relationship building, self-motivated, negotiation skills, and teamwork.