

# Mohammed Dahab

## PHARMACIST

I am a Pharmacist and Medical Representative with a Master's degree in Pharmacology and a total of 10 years of pharmaceutical industry experience. I've excelled in sales and marketing, leveraging strong interpersonal, persuasive, and negotiation skills. My career includes 3 years as a Teaching Assistant. I'm dedicated to ethical practices and committed to contributing to the pharmaceutical industry's success

## Contact

### Phone

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### Email

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### Address

Al-Taawun, Sharjah

### Valid Driving License

## Education

2016

### Master of Basic Pharmacology

University of Medical Science and Technology

2012

### Bachelor of Pharmacy

National Ribat University

## Expertise

Sales and Marketing

Market Analysis

Customer Relationship Management

Communication and interpersonal skills

Persuasive skills

Cultural awareness

Motivating learners

## Language

English

Arabic

## Experience

May 2022 - May 2023

DU PHARMA CO

### Sales and Marketing supervisor

- Experienced sales and marketing supervisor driving business growth, achieving sales targets, and building relationships with healthcare professionals
- Skilled in implementing effective strategies, conducting market analysis, and established an outstanding records in both quantitative and qualitative aspects.
- Strong leadership, communication, and analytical skills, leading and supervising sales and marketing teams to achieve targets
- Managing budget resources effectively to maximize ROI.

May 2018- Mar 2022

Philadelphia Pharmaceuticals

### Medical sales representative

- Drive pharmaceuticals products sales through targeted promotion and persuasive communication.
- Forge enduring relationships with healthcare professionals to secure endorsements and enhance brand loyalty.
- Consistently meet and surpass sales targets, driving revenue growth.
- Pursue ongoing professional development to maintain a competitive edge
- Collaborate seamlessly with cross-functional teams to achieve business objectives.

Sep 2013- Mar 2018

DELTA PHARMACEUTICALS

### Medical sales representative / Field force supervisor

Jan 2016 - Apr 2018 Field force supervisor

Got promoted after achieving outstanding records in sales targets along side all KPIs required.

Sep 2013 - Dec 2015 Medical Sales Representatives

Jun 2013 - Dec 2015

National Ribat University

### Teaching Assistant

As a Teaching Assistant in a prestigious pharmaceutical college, I played a vital role in supporting the faculty and students in the pursuit of academic excellence. My expertise in pharmaceutical sciences, strong communication skills, and ability to assist in instructional activities contributed to creating an engaging and dynamic learning environment.

Facilitated student understanding and learning through one-on-one or small group tutoring sessions.

## Reference

### Alla Eldin Hejazi

Country Manager

Philadelphia Pharmaceuticals

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