



# Mustafa Wateed

## Medical Sales Representative

[Mustafa Wateed on LinkedIn](#)

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Valid Driving Licence

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Dubai, UAE

## Professional Summary

With years of experience as a medical representative in Dubai and Egypt, I have a proven track record of exceeding sales targets and building strong client relationships through effective communication. My background includes significant experience in pharmaceuticals, including new product introductions, sales assessments, and marketing strategies. Known for my consultative approach and enthusiasm, I am committed to delivering exceptional customer experiences.

## Objective

As a business developer with a proven track record of exceeding sales targets, I seek to utilize my pharmaceutical expertise as a medical representative or product specialist. I excel at building client relationships and have experience in new product launches, KPI sales assessment, and innovative marketing strategies. Known for my enthusiasm and dedication, I am committed to driving growth and achieving excellent results in the pharmaceutical industry.

## Relevant Skills

- Pharmaceutical Product Promotion
- Strategic Relationship Management
- Market Analysis & Sales Strategy
- Regulatory Compliance
- Performance Tracking & Reporting
- Technical Proficiency

## Education

- Degree: Bachelor's in Science
- Institution: Damanhur University, Egypt
- Graduation Date: 2012 - 2017

## Language, Volunteer Work, and Interests

- **Languages:** English (Professional), Arabic (Native)
- **Volunteer Experience:** Life Makers, Egypt
- **Hobbies and Interests:** Graphics, Online Marketing, Decoration, Reading

# Work Experience



## **Purunity, Equipements, UAE**

### **Senior Sales Associate (Oct 2023 - Present)**

- Exceed outdoor sales objectives by strategically partnering with clinics and hospitals (Dubai-Sharjah), resulting in a significant increase in product adoption.
- Effectively communicated the unique benefits of purification systems, aligning product offerings with client needs.

## **Hikma, Egypt**

### **Senior Medical Sales Representative (June 2018 - Aug 2023)**

- Drive a 117% (2023) increase in sales by strategically promoting **CNS** pharmaceutical products to healthcare professionals.
- Successfully launched new diabetes (Empaglimax) and schizophrenia (Reagila) products, achieving rapid market penetration.
- Successfully promoted pharmaceutical and medical products to healthcare professionals, including physicians, pharmacists, and hospitals.
- Developed and implemented strategic sales plans and tactics to attain sales targets and revenue goals.
- Kept abreast of medical and scientific advancements, clinical research findings, and industry trends relevant to the assigned products and therapeutic areas.
- **Specialties** (cardiovascular, endocrinologists, internal medicine, psychiatrists, and neurosurgery).

## **Biomed Pharmaceuticals, Egypt**

### **Medical Sales Representative (March 2017 - May 2018)**

- Promoted and sold pharmaceutical and medical products to healthcare professionals and institutions.
- Conducted presentations, detailing sessions, and product demonstrations to educate healthcare professionals about product features, benefits, and uses.
- Monitored sales performance, analyzed sales data, and prepared reports to track progress and identify areas for improvement.