



PETER AZMY

MEDICAL REPRESENTATIVE

CONTACT

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02\05\1994

SKILLS

- Healthcare Industry Knowledge
- Customer Engagement
- Goal-Oriented
- Negotiations Skills
- Data Analysis
- Microsoft Office

LANGUAGES

- Arabic**
Native
- English**
Advanced

PROFESSIONAL SUMMARY

Driven by a robust background in the healthcare industry, I excelled at Hi pharm, showcasing exceptional customer engagement and data analysis skills. With achievements like launching market-leading drugs and significantly boosting territory performance, my ability to negotiate and achieve goals is proven.

EXPERIENCE

March 2017 - September 2024

Senior Medical Representative

HI PHARM

- Hormones and Multivitamins line.**
- Promoting oral Synthetic Progestin drug Steronate which is market leader.
- Promoting oral Anti-hypertensive drug Lisitens.
- Launching oral contraception drug Estraceptive in January 2020.
- Launching oral Vit-D 5000IU drug UR-D in October 2022.
- Best Territory IMS Performance in total 2023 Estraceptive.
- Best Territory IMS performance in Q4 2023 UR-D.
- Line's best achiever in Q2 2019 , Q1 2021 and Q1 2024 .
- DBT of the team from 1/1/2022.
- Launching oral Analgesic and anti-inflammatory drug.
- Rheumamax 200mg ,400mg in May 2024.
- Achieving Tender Target in 2021, 2022, and 2023.
- Entrusted by my direct managers to deal with pharmacies chains (Khalil - El-Taybi) in direct sales from 2022.
- Promoting medications with large scope of specialties(Gynecologist, Orthopedic, IM, G.P, Cardiologist)
- Delegations**
- (2021) By my direct manager to cover an uncovered army hospital.
- (2022-2024) By my direct manager to follow up UR-D project , analyzing the product's performance in house sales and IMS performance.
- (2024) By my direct manager to cover an uncovered high potential area (Marsa Matroh) to raise its IMS performance clearly.

May 2016 - January 2017

MEDICAL REPRESENTATIVE

SIDI BESHRA LABORATORY

- Developed and maintained relationships with key physicians, pharmacists, and nurses to promote services.

May 2015 - April 2016

PHARMACIEST ASSISTANT

St.MARY Pharmacy

EDUCATION

2016

Damnhour University, Bachelor of science

REFERENCES

References available upon request