

Reda Mohammed Ragab

Medical Representative

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Reda Ragab UAE Driving Licence Facebook/Reda Ragab

Profile

Dynamic and results-driven professional with over 3 years of experience in pharmaceutical sales, demonstrating exceptional expertise in driving revenue growth and fostering lasting client relationships. Possesses a proven track record of success and achievements in effectively promoting pharmaceutical products to healthcare professionals and hitting the top target. Highly skilled in strategic sales planning, market analysis, and customer engagement. Known for outstanding communication skills and the ability to articulate complex medical information with clarity and precision. Adept at leveraging market insights to develop tailored sales strategies that consistently exceed targets. Committed to upholding the highest standards of professionalism and ethics in all interactions.

Areas of Expertise

Pharmaceutical Sales - Product Knowledge Expertise- Relationship Building - Market Analysis - Target oriented - Strategic Planning -Customer Engagement - Revenue Growth Optimization - Effective Communication - Sales Target Achievement - Ethical Practices.

Professional Experience

Sales Supervisor, (DR.Nutrition) UAE, ALAIN 07/2023 - present

- Developed strategic plans for Sales achievements, social media, and display Sales techniques.
- Developed and implemented teaching sales strategies that achieved over AED 950,000 in revenue in 3 months than in past years.

Sales Consultant, (DR.Nutrition)) UAE, ALAIN 04/2022 - 07/2023

- have in-depth knowledge about the products they are selling. This includes understanding the nutritional value, ingredients, sourcing, and production processes.
- Developing strong relationships with clients is essential for long-term success in sales. Sales consultants in the food and nutrition industry must establish trust and rapport with customers, distributors, and other stakeholders.
- stay informed about market trends, competitor activity, and consumer preferences in the food and nutrition industry. analyze market data to identify growth opportunities and develop strategies to capitalize on them.

Medical Representative, (AlexcoPharma) EG, Alexandria 04/2021 - 01/2022

- Understand the pharmaceutical products they represent. This includes knowledge about the composition, mechanism of action, indications, contraindications, side effects, and potential interactions of the medications.
- Building and maintaining strong relationships with healthcare professionals.
- Gathering market intelligence and providing feedback to the company.
- Achieving the required monthly target for 6 months respectively.

Medical Laboratory Technician, (AL-SAHAB LABORATORY) Egypt, KF 01/2022 - 07/2022

- Responsible for performing various diagnostic tests on patient samples, including blood, urine, tissue, and other bodily fluids.
- Ensuring the accuracy and reliability of laboratory test results is paramount in healthcare.
- Analyze the results and prepare detailed reports for healthcare providers.

STORE KEEPER SUPERVISOR, (ALMAZA BAY) Egypt, NC 05/2019 - 01/2020

- manage the inventory of pesticides effectively. This involves receiving shipments, inspecting incoming products for damage or discrepancies, and accurately recording inventory levels.
- Adhere to strict safety protocols and regulations governing the handling, storage, and disposal of hazardous materials.

Online Courses & Certifications

- McKinsey Forward Program (JAN24) - ['Online](#)
- Public speaking strategies (Aug. 2023) - [EDRAAK](#)
- Foundations DNA Extraction (Feb. 2022) -

- Member of ASCP (American Society for Clinical Pathology (Dec. 2020-Dec.2021) - [ASCP Edx](#)

Education

Higher Diploma of Physiology and Biochemistry *University of Suez Canal*

Ismailia, EG 2020-2021

Relevant Courses: Endocrinology, Biochemistry and Physiology.

BS of Biological Sciences GPA: 3.6/4 *University of AL-AZHAR*

Assuit, EG 2016-2020

Relevant Courses: Endocrinology, Biochemistry and Physiology, Embryology, Molecular Biology, Entomology, Anatomy and Microbiology

Skills

- **Relationship Building**
- **Negotiation and Persuasion:** understanding customer motivations, addressing concerns, and demonstrating the value proposition of their offerings convincingly.
- **Software:** *LATEX* , Adobe Photo-Shop, Canvas
- **Soft Skills:** Presentation, communication, Planning, Organized, Creative Problem-Solving, Teamwork, Active Listening, Adaptability, Ethical Practices and Analytical Thinking

Languages

- **English** [Advanced] - B2
- **German** [Basic] - Learning
- **Arabic** [Native]

References

- **All References Available Upon Request**