**Alaa**

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**OBJECTIVE**

• I am looking for a position where my organizational skills , educational background and ability to work with people can be benficial for the company as well as my personal career , I am an ambitious

learner and explored all levels of Hospitality to come into sales as speciality

**KEY QUALIFICATIONS**

• Good communication, written and oral skills

• Ability to deal with conflict

• Ability to conflict with time pressure

• Commercial awareness

• Sales skills

• Maturity

• Confidence

• Patience

• Organizational skills

**WORK EXPERIENCE**

**Memphis pharmaceutical company**

**Quality control analyst** Nov 2012 - Jul 2013

* Sampling and testing of raw materials, intermediates and finished products using current pharmacopoeias, any associated ‘wet’ chemistry and instrumental techniques (HPLC, IR, UV), as appropriate.
* Preparing Quality reports, including analytical reports (for raw materials and finished products),
* Certificates of Analysis (CoA) (for finished products) and stability reports.
* Creating and executing method development and method validation test protocols for finished products and generating the appropriate analytical methods.
* Stability testing of products for new formulations and ongoing stability trials, using physical (pH, viscosity) and instrumental (HPLC, UV) techniques, as appropriate.
* Writing analytical specifications using current pharmacopoeias and reviewing existing analytical specifications.
* Writing/reviewing Standard Operating Procedures (SOPs).
* Calibrating analytical equipment, as and when required.
* Supporting all QC activities.
* Ensuring that procedures are carried out carefully and accurately to eliminate errors.
* Ensuring good relations and communications with all members of the team and responding politely and in a timely fashion to internal and external customers.
* Working with all members of staff to maintain and develop the positive progressive culture within The Specials Laboratory.
* Observing and complying with Good Manufacturing Practice (GMP) and Good Distribution Practice (GDP).
* Observing and complying with company Health and Safety Policies.
* Observing and complying with company Standard Operating Procedures (SOPs).
* Undertaking any other duties, either for this department or any other department within the business, which may be requested by the Line Manager, for which training and/or an explanation has been provided and understood.

**Medex pharma**

**Medical representative** Jul 2013- Sep 2014

* Organising appointments and meetings with community and hospital-based healthcare staff
* Identifying and establishing new business
* negotiating contracts
* Demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
* Undertaking relevant research
* Meeting both the business and scientific needs of healthcare professionals
* Maintaining detailed records
* Attending and organising trade exhibitions, conferences and meetings
* Managing budgets
* Reviewing sales performance
* Writing reports and other documents
* Promotional prospects are excellent – progression can be into senior sales/managerial roles or into
* related employment areas such as marketing or purchasing.

**Ministry of health**

**Pharmacist** Sep 2014- Dec 2016

* check prescriptions to make sure there are no errors and that they're appropriate and safe for the
* individual patient;
* provide advice on the dosage of medicines and the most appropriate form of medication, for
* example, tablet, injection, ointment or inhaler;
* participate in ward rounds to take patient drug histories;
* liaise with other medical staff on problems patients may experience when taking their medicines;
* discuss treatments with patients' relatives, community pharmacists and GPs;
* make sure medicines are stored appropriately and securely;
* supervise the work of less experienced and less qualified staff;
* answer questions about medicines from within the hospital, other hospitals and the general public;
* keep up to date with, and contribute to, research and development;
* write guidelines for drug use within the hospital and implement hospital regulations;
* provide information on expenditure on drugs;
* prepare and quality-check sterile medications, for example, intravenous medications;
* set up and supervise clinical trials.

**Said Ahmed pharmacy**

**community pharmacist** sep 2013- Aug 2016

* dispensing prescription medicines to the public;
* ensuring that different treatments are compatible;
* checking dosage and ensuring that medicines are correctly and safely supplied and labelled (pharmacists are legally responsible for any dispensing errors);
* supervising the preparation of any medicines (not all are supplied ready made-up by the manufacturer);
* keeping a register of controlled drugs for legal and stock control purposes;
* liaising with doctors about prescriptions;
* selling over-the-counter medicines;
* counselling and advising the public on the treatment of minor ailments;
* advising patients of any adverse side-effects of medicines or potential interactions with other medicines/treatments;
* preparing dosette and cassette boxes, usually for the elderly but also for those with memory/learning difficulties, where tablets are placed in compartments for specified days of the week;
* undertaking Medicine Use Reviews (MUR), an advanced service to help patients understand how their medicines work and why they have to take them;
* providing a prescription intervention service;
* managing a needle and syringe exchange;
* dispensing emergency hormonal contraception;
* measuring and fitting compression hosiery;
* monitoring blood pressure and cholesterol levels;
* offering a diabetes screening service;
* providing pregnancy testing;
* arranging the delivery of prescription medicines to patients;
* overseeing the ordering and safe storage of medical products;
* maintaining computerised records;
* managing, supervising and training pharmacy support staff;
* selling healthcare and other products, such as toiletries, cosmetics and photographic items;
* budgeting and financial management;
* promoting sales and developing the business;
* keeping up to date with current pharmacy practice, new drugs and their uses.

**EDUCATION**

Nahda university

Bachelor of pharmacy

grade: very good Sep 2007- Sep 2012

**Personal**

• Date of birth: 1/9/1990

• visa status : Visit visa