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**Hanan**

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**EDUCATION**

2006/2011 Faculty of Pharmacy and Biotechnology, German University in Cairo, Egypt **Bachelor Degree, Grade: B+**

2004/2006 High School- Certificate, Cairo, Egypt **Grade 91.0%**

**SKILLS SUMMARY**

* Good interpersonal skills, working work with the clients and their colleagues.
* Confidence.
* Developed clinical pharmacy skills including monitoring patient therapy and drug information.
* Built dispensing skills and methodical administrative recording gained at El-Ezaby chain Pharmacy
* Demonstrated strong communication and decision making skills when providing informed advice on OTC lines to customers in a community pharmacy environment
* Established interpersonal and team work skills enabling me to operate effectively as a member of multi-disciplinary teams during working at Ahood AL Khaleej International Co.

**PROFESSIONAL EXPERIENCE**

Ahood AL Khaleej International, Kuwait September 2014/October 2016

**Medical Representative**

### Heliabrine Products (WRINKE FILLER SERUM, [SOLAR DEFENSE SUN CREAM](http://pharmazonekw.com/solar-defense-50-sun-cream.html), [EYELASHES AND BROWS STRENGTHENER](http://pharmazonekw.com/eyelashes-and-brows-strengthener.html))

* Planning work schedules and weekly and monthly timetables.
* Identifying and establishing new business
* Attending and organising trade exhibitions, conferences and meetings
* Reviewing sales performance
* Organising conferences for doctors and other medical staff
* Keeping detailed records of all contacts

Envision Marketing& Advertising Agency, Cairo, Egypt January 2013/May 2014

**Senior Medical Advisor**

* Acting as a medical resource of the company, particularly of the clinical trial group.
* Representing the company during the international meetings.
* Providing strategic ideas to the medical, as well as, the marketing management.
* Developing the design, and also approve the promotional materials
* Working with team members from scratch on creating medical and pharmaceutical materials
* Sharing the creative department on other team members in creating the best idea to deliver client message
* Answering the questions related to the medical or technical protocols and products.
* Making the appropriate content for different awareness campaigns (online, outdoors, public activities…) in both English and Arabic
* Revision, editing and translation of all promotional materials
* Training and education to internal medico-marketing staff
* Answering medical or technical questions of other teams and act as a medical resource to the company as a whole to enable colleagues (designers, art directors, creative directors) to work efficiently and find specific marketing concepts

Pharmazone General Trading Company, Kuwait  March 2012/December 2012

**Medical Representative**

**Revitol Products (Keratin Hair Serum,** [**INSTANT COLLAGEN EYE FIRMING SERUM**](http://pharmazonekw.com/instant-collagen-eye-firming-serum.html)**,** [**COLLAGEN AND CAVIAR SERUM**](http://pharmazonekw.com/collagen-and-caviar-serum.html)**,** [**WHITENING AND MOISTUIZING LOTION**](http://pharmazonekw.com/whitening-and-moistuizing.html)**,** [**SKIN WHITENING**](http://pharmazonekw.com/skin-whitening.html) **Deodrant)**

* Arranging appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling
* Organising conferences for doctors and other medical staff
* Prepare Medical Presentation and Brochure for the new products
* Conduct Qualitative and Quantitative research on different market segments to prepare a strategic plan with time lined tactics for the company portfolio

El-Ezaby Chain of Pharmacies, Cairo, Egypt September 2011/February 2012

**Staff Pharmacist**

* Dealing with insurance based prescription.
* Knowing very well the covered medications by each insurance companies.
* Dealing with patients and handling prescriptions.

El- Hadeeka ElDawlya Pharmacy, Cairo, Egypt August 2010/December 2010

August 2009/December 2009

**Intern - Staff Pharmacist**

* I have practiced to recognize the classification of the drugs and their trade names and how to arrange them in the pharmacy
* Started to learn how to read the prescription and how to deal with the patients as well
* Another important thing was the procedure of ordering drugs from the medical companies.

**CERTIFICATIONS**

2014 Career certificate - Marketing Diploma in American University in Cairo, Egypt

# Fundamentals of marketing certificate

**PROJECTS**

**Drug Design**

**Graduation Project using Molecular Operating Environment (MOE) program with Grade: A+**

**Using a specific compound/drug, I created a pharmacophore model to virtually screen through a database of drugs and identify potential drug candidates.**

**PERSONAL DATA**

DATE OF BIRTH:

* February1st, 1990.

PLACE OF BIRTH

* Cairo, Egypt

LANGUAGES

* Arabic: Native
* English: Fluent
* German: Fair

MARITAL STATUS

* Married

**Soft Skills:**

GUC Stuff

* Communication skills and Presentation skills
* Critical Thinking and Scientific Method
* Research Paper Writing (RPW)
* Academic Study Skills (AS)
* Academic English Course
* Academic German Course

**Personal Characteristics:**

* Good memory to memorize the upcoming medications
* Honest, dependable with Excellent Interpersonal skills
* Team oriented, organized and manage time well.
* Possess Leadership skills; Enthusiastic and Assertive.
* Self-motivated and ambitious
* Ability to work in a group or individually according to the job requirements
* Ready to work under pressure and time limits

**REFERENCES:**

Available upon request