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| **EDUCATION** |

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| **Bachelor of Pharmacy & Pharmaceutical Chemistry** | **2002** |
| Damascus University, Syria |  |

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| **CAREER SNAPSHOT** |

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| **Pharmacist** | **Nov 2009 – Present** |
| Own Pharmacy, Brazil Street, Homs, Syria |  |
| **Scientific Representative** | **May 2007 – Nov 2009** |
|  NCPI Pharmaceutical Industries, Homs, Syria |  |
| **Scientific Representative** | **Apr 2005 – Apr 2007** |
| Kasbaar & Shabany Medical Industries, Homs, Syria |  |
| **Pharmacist & Scientific Representative** | **Nov 2002 – Mar 2005** |
| Own Pharmacy, Zara, Homs, Syria (Country service)Delta Medical Industries, Homs, Syria (Part time) |  |

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| **CAPABILITIES** |
| **Medical Representative*** Develop, execute and manage marketing of pharmaceutical products.
* Work strategically to increase the awareness and use of a company’s pharmaceutical and medical products in settings such as general practices, primary care trusts and hospitals.
* Arrange appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular ‘cold’ calling.
* Make presentation to doctors, practice staff and nurses at any set venues or conferences.
* Provide information to the clients regarding the products / medicines.
* Advise customers on the selection of medication brands, medical equipment and health-care supplies and offer health promotion and prevention activities.
* Keep abreast with the latest clinical data supplied by the company; interpret, present and discuss data with health professionals during presentations.
* Anticipate negative and positive impacts on the business and adapt strategy accordingly.
* Develop strategies for increasing opportunities to met and talk to contacts in the medical sector.
* Work with team managers to plan how to approach contracts and create effective business plans for making sales in particular area.
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| **PROVEN JOB ROLE** |

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| **Pharmacist*** Responsible for the pharmacy management, control medicines, control-reduce near expiry medicines and keeping balance of stock of medicine for emergency departments.
* Provided information and advice regarding drug interactions, side effects, dosage and proper medication storage to hospital doctors, nurses and customers.
* Reviewed prescriptions to assure accuracy, ascertain needed ingredients and to evaluate suitability.
* Analysed prescribing trends to monitor business compliance and to prevent excessive usage.
* Ordered and purchased pharmaceutical supplies, medical supplies, and drugs; maintained stock, handled and stored them properly.
* Maintained supplies and oversaw security of drugs kept at the cabinets.
* Maintained records, such as pharmacy files, patient profiles, charge system files, inventories, control records for and registries of controlled drugs.
* Capability to handle management functions such as handling staff, operations and clients.
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| **IT SKILLS** |

MS Office, Internet & E-mail applications

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| **PERSONAL DETAILS** |

Nationality: Syrian Date of Birth: 17th March 1978 Marital Status: Married

Religion: Moslem Holding Int’l Driving License Language: Arabic & English

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| **REFERENCE** |

Available upon request