

AJMAL ANTONY

MEDICAL REPRESENTATIVE

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PROFESSIONAL SUMMARY

Medical Representative with **6+ years of experience** in pharmaceutical sales, territory management, and retail pharmacy operations across the UAE and India. Proven ability to build strong relationships with healthcare professionals, **increase prescription demand**, and execute strategic territory and product-promotion plans. Experienced across **dermatology, urology, orthopedics, obstetrics and gynecology, internal medicine, and GP segments**, with strong expertise in **OTC, supplements, and prescription portfolios**. Skilled in formulary processes, CRM systems, sales reporting, and regulatory compliance, with a consistent track record of **driving product adoption and expanding key accounts**.

Medical Representative | vivandi general trading llc,Dubai

Jul 2026 – present

- Manage and grow key accounts including Aster and Medcare clinics and hospitals, Prime Group in Dubai.
- Conduct regular product detailing, clinical presentations, and follow-ups to healthcare professionals to increase product adoption.
- Maintain CRM records for calls, samples, and sales opportunities to ensure accurate forecasting and territory coverage.

Medical Representative | DLMD, Gargash Group, Dubai

Jul 2025 – Feb 2026

- Managed and expanded key accounts including Aster, Medcare, Prime Group, HMS Hospitals, Amber Clinics, Aesthetic Clinics, Health Hub, and private clinics across Dubai
- Conducted daily field visits, product detailing, formulary registration, clinical presentations, and scientific discussions to drive product adoption..
- Built strong relationships with physicians, specialists, pharmacists, and clinic managers to increase brand visibility.
- Implemented territory strategies to maximize coverage and improve prescription generation.
- Maintained accurate CRM logs for calls, samples, and opportunities to support forecasting and territory analytics.
- Coordinated with supply and distribution teams to ensure product availability across assigned accounts.
- Monitored competitor activities and market trends to refine promotional strategies.

Medical Representative | Green Pharma LLC, Sharjah

Jul 2024 – May 2025

- Covered major accounts including Aster, Medcare, Prime Group, NMC, Zulekha, Thumbay, and Ajman Specialty Hospital across Dubai & Northern Emirates.
- Promoted OTC, supplements, and DDC-listed products through structured detailing and educational sessions.
- Organized in-clinic product launches, training sessions, and awareness programs for healthcare staff.
- Conducted daily territory visits to maintain strong relationships and drive prescription growth.
- Collected market intelligence on competitor products, pricing, and promotional activities.
- Supported formulary submissions and ensured compliance with regulatory requirements.
- Prepared weekly reports on sales progress, opportunities, and territory performance

Medical Representative | Alphamed General Trading LLC, Dubai

Jul 2023 – May 2024

- Managed key accounts including Aster Hospitals & Clinics, Health Hub, Medcare Hospitals & Clinics, and Life Clinics.
- Executed territory plans to increase coverage and achieve sales targets for OTC and DDC products.
- Conducted physician engagement activities including detailing, sampling, and follow-up visits.
- Ensured timely distribution of samples and promotional materials across assigned clinics.
- Built strong relationships with physicians, pharmacists, and clinic administrators.
- Identified new business opportunities and expanded product reach within the territory.
- Maintained CRM documentation for calls, visits, and sales activities.

Pharmacist and Manager | Swizmed Pharmacy, Dubai

Oct 2021 – Apr 2023

- Managed daily pharmacy operations including inventory control, purchasing, and supplier coordination.
- Ensured accurate dispensing of medications and provided patient counselling on dosage, interactions, and therapy adherence.
- Maintained documentation for audits, regulatory compliance, and insurance claims.

- Implemented stock optimization strategies to reduce shortages and improve turnover.
- Supervised pharmacy staff and ensured adherence to quality and safety standards.
- Supported retail sales initiatives and customer service improvements.

Pharma Sales Executive | Medx Pharmacy LLC, Dubai

Apr 2019 – Apr 2021

- Promoted pharmacy products and supported retail sales through customer engagement and product recommendations.
- Assisted with merchandising, stock replenishment, and inventory management.
- Improved product visibility through strategic shelf placement and promotional displays.
- Delivered high-quality customer service to enhance sales performance.
- Coordinated with suppliers for stock availability and promotional offers.

Medical Representative | Natco Pharma (Cardio & Diabetic), India

Jul 2017 – Mar 2019

- Managed and expanded accounts across Thrissur and Palakkad territories for cardio-diabetic products.
- Conducted regular detailing, clinical presentations, and follow-ups with physicians and specialists.
- Built strong relationships with cardiologists, diabetologists, and general practitioners.
- Maintained CRM records for calls, samples, and opportunities to support territory forecasting.
- Executed promotional strategies to increase prescription share and product visibility.
- Organized CME programs and scientific discussions for healthcare professionals

EDUCATION

Bachelor's Pharmacy — Shree Devi College of Pharmacy, Mangalore, India

2013 – 2017

HSC & SSLC — Viswadeepthi Matric Higher Secondary School, Tamil Nadu, India

2010 – 2013

CORE SKILLS

Territory planning, key account management, clinical detailing, sales forecasting, quota achievement, KOL engagement, product launch execution, CRM management, sample & inventory control, market & competitor analysis, regulatory compliance, presentation & negotiation skills.

TECHNICAL SKILLS

CRM Software, Google Workspace, Microsoft 365

LANGUAGES

English, Hindi, Malayalam