MONICA LOTFY ZAKARIA

Senior Medical Representative | Pharmaceutical Sales Representative

Abu Dhabi, UAE | 0501118390 | monica.lotfy22@gmail.com | UAE Driving License | UAE Residence Visa

PROFESSIONAL SUMMARY

Medical Representative with more than 6 years of experience in pharmaceutical sales. My experience includes territory management, physician engagement, KOL relationship management, hospital accounts, product promotion, sales target achievement, product presentations, handling objections, and building long-term relationships with healthcare professionals. At FPI, I grew an underperforming territory from around 50% to 130% of target and was ranked 3rd in sales nationally within the company. I was also recognized as a Best Achiever and promoted to Senior Medical Representative. I have worked with physicians across Cardiology, Internal Medicine, Surgery, Orthopedics, ENT, GYN, Pediatrics, and Dermatology, and I am currently based in Abu Dhabi.

PROFESSIONAL EXPERIENCE

FUTURE PHARMACEUTICAL INDUSTRY (FPI)

Senior Medical Representative | Feb 2023 – Nov 2025 *Medical Representative | Sep 2021 – Jan 2023*

- Achieved 130% of the assigned sales target and was recognized as a Best Achiever, receiving performance incentives and promotion to Senior Medical Representative.
- Ranked 3rd in sales nationally within the company.
- Took over a territory performing at around 50% of target and increased it to 130% by breaking down the target, identifying the main gaps, developing focused action plans, and strengthening relationships with key physicians.
- Built and maintained relationships with physicians, mainly cardiologists and internists, through regular visits and ongoing follow-up.
- Promoted Candalkan for hypertension management and achieved 130% of the assigned target by developing strong relationships with key cardiologists and maintaining consistent follow-up.
- Applied scientific evidence and clinical studies to address physician objections, strengthen product confidence, and support informed prescribing decisions.
- Presented product information and clinical data to healthcare professionals during regular medical visits.
- Reviewed physician profiles, specialties, prescribing patterns, and territory gaps to plan visits and focus on the right customers.
- Participated in hospital meetings and round-table discussions with healthcare professionals.
- Attended medical seminars and conferences to keep my product and medical knowledge up to date.
- Guided and supported junior team members regarding fundamental work principles and company policies.

SUN PHARMA EGYPT LIMITED

Medical Representative | May 2020 – Aug 2021

- Promoted pharmaceutical products to healthcare professionals and developed professional relationships with physicians within the assigned territory.
- Worked with physicians across Internal Medicine, Surgery, Orthopedics, ENT, GYN, Pediatrics, and Dermatology, adapting product discussions to the needs of each specialty.
- Conducted regular physician visits and product presentations to communicate relevant scientific and product information.
- Worked toward assigned sales objectives through structured customer engagement and territory coverage.

UNIPHARMA PHARMACEUTICAL COMPANY
Medical Representative | Aug 2019 – Apr 2020

- Helped introduce a Parofen product into a key hospital where it was not initially available through the hospital pharmacy. I identified relevant prescribers, built relationships with physicians in the hospital and emergency department, obtained recommendations, and helped create demand that supported product availability.
- Promoted pharmaceutical products to healthcare professionals and developed relationships with physicians within the assigned territory.
- Delivered product information and supported physician engagement through regular medical visits.
- Worked toward assigned sales targets through effective territory coverage and customer relationship management.

EDUCATION

Postgraduate Diploma in Biochemistry | 2022
Beni Suef University, Egypt
B.Sc. in Chemistry and Microbiology | 2019
Faculty of Science, Cairo University, Egypt

PROFESSIONAL DEVELOPMENT

- Professional Pharmaceutical Sales Management Program | 2026
- Fundamentals of Strategic Planning | 2026
- Time Management | 2026
- Patient-Centric Selling | 2022

EARLY LABORATORY TRAINING

- National Research Center | Microbiology Laboratory Trainee | 2018
- Vacsera | Molecular Biology Laboratory Trainee | 2018
- Alyoum Alwahid Hospital | Hematology Laboratory Trainee | 2018

LANGUAGES

Arabic — Native | English — Professional Working Proficiency

ADDITIONAL INFORMATION

Location: Abu Dhabi, UAE | UAE Driving License | UAE Residence Visa: Valid until 2028