

ISLAM AHMED HAMADA

SENIOR MEDICAL REPRESENTATIVE | SENIOR PRODUCT SPECIALIST

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UAE Residence Visa: Valid through Dec 2027 | Valid UAE Driving License

Available to join immediately | Open to work/relocate across UAE



PROFESSIONAL SUMMARY

Pharmaceutical and healthcare sales professional with **13+ years of progressive experience** across field sales, key account management, territory development, team coaching, and commercial leadership. Proven ability to drive prescription growth, expand customer networks, manage institutional and trade accounts, analyze sales performance, and execute corrective action plans. Experienced across **Pediatrics, Gynecology, Pulmonology/Respiratory Care, ENT, Dermatology, Neurology, Psychiatry, Internal Medicine, Gastroenterology, Cardiology, Diabetes & Endocrinology, General Surgery, and Clinical Nutrition**. Strong record of target achievement, including **129% annual target achievement** and consecutive Best Achiever recognition. Fully open to opportunities across the UAE in **Senior Medical Representative, Medical Representative, Senior Product Specialist, Area Manager, or Sales Supervisor** roles.

CORE COMPETENCIES

Pharmaceutical Sales	Key Account Management	Territory Management
Direct & Indirect Sales	Trade / Wholesaler Management	HCP & KOL Engagement
Team Leadership & Coaching	Sales Target & KPI Management	CRM & Sales Analytics
Customer Segmentation	Prescription Development	Negotiation & Objection Handling
Market Expansion	Scientific Product Detailing	Strategic Account Development

SELECTED ACHIEVEMENTS

- **129% annual target achievement** across a Gynecology & Pediatrics portfolio.
- **119%-123% quota achievement** across consecutive fiscal years on core Respiratory product lines.
- **95%-96% target achievement** across institutional and key-account portfolios covering CNS, Dermatology, and Orthopedics.
- **Best Achiever recognition** for two consecutive years (2014 & 2015).
- Progressed from field Medical Representative roles into **commercial leadership and area management**.

PROFESSIONAL EXPERIENCE

COMMERCIAL TEAM LEAD

Globe International | February 2021 - July 2026

- Led commercial execution, sales performance monitoring, territory development, and team support across assigned markets.
- Monitored monthly, quarterly, and annual sales targets; analyzed target-versus-actual performance and translated gaps into corrective action plans.
- Coached and supported field representatives on scientific detailing, sales execution, objection handling, call planning, and customer prioritization.
- Developed and maintained relationships with physicians, hospitals, clinics, pharmacies, and strategic/key accounts.
- Used CRM and sales reports to monitor customer coverage, productivity, prescription opportunities, and territory performance.
- Prioritized high-potential HCPs and accounts based on specialty, customer value, market opportunity, and prescription potential.
- **Therapeutic coverage:** Pediatrics, Gynecology, Pulmonology/Respiratory Care, ENT, and Dermatology.

AREA MANAGER

DKT International | January 2020 - January 2021

- Managed commercial activities across assigned territories for Gynecology and family-planning products.
- Drove **direct sales to end clients** while managing trade distribution channels, wholesalers, pharmacies, and healthcare stakeholders.
- Promoted IUDs and contraceptive products through professional engagement with gynecologists and relevant healthcare professionals.
- Identified high-potential customers, developed territory-specific call plans, and strengthened product availability through trade and clinical networks.
- Negotiated stocking, listing, and account-development opportunities with key customers.

SUPERVISOR - DELTA REGION

MultiCare Egypt for Pharmaceutical Industries | January 2017 - December 2019

- Supervised field sales activities and supported team execution across the Delta Region.
- Coached medical representatives on scientific detailing, customer engagement, territory planning, objection handling, and field execution.
- Monitored sales targets, customer coverage, prescription opportunities, and territory performance; identified gaps and supported corrective actions.
- Maintained relationships with physicians, private healthcare accounts, and institutional customers while supporting key-account development.
- **Therapeutic coverage:** Neurology, Psychiatry, Dermatology, Internal Medicine, Gastroenterology, Cardiology, Diabetes & Endocrinology.

MEDICAL REPRESENTATIVE

Vortex Pharmac | August 2013 - December 2016

- Built and managed physician relationships across assigned territories through structured scientific promotion and consistent follow-up.
- Planned daily and weekly calls according to territory potential, customer priorities, and business objectives.
- Conducted scientific presentations, product demonstrations, and benefit-based product communication.
- Monitored sales performance against targets and implemented corrective actions to improve territory results.
- Recognized as **Best Achiever for two consecutive years (2014 & 2015)**.
- **Therapeutic coverage:** Gynecology, Dermatology, General Surgery, and Clinical Nutrition.

EDUCATION

Postgraduate Diploma in Physiology & Biochemistry - Suez Canal University | 2015

Bachelor of Science (B.Sc.) - Al-Azhar University | 2013

PROFESSIONAL DEVELOPMENT

- Executive Mini MBA - Strategic Sales Management, Pharmaceutical Marketing, Organizational Behavior & HR Principles.
- Situational Leadership & Team Coaching - "Lead to Leap" Program.
- Principles of Management & Strategic Planning.
- Advanced Sales Management & Territory Optimization.
- Financial Management & Healthcare Budgeting Fundamentals.
- Certified Marketing Management Diploma - Pharmaceutical Brand Strategy & Omnichannel Campaign Execution.

LANGUAGES & UAE STATUS

Arabic: Native | **English:** Very Good / Professional Working Proficiency

UAE Residence Visa: Valid through Dec 2027 | **UAE Driving License:** Valid

Availability: Immediate | **Mobility:** Open to work/relocate across UAE

ATS KEYWORDS: Medical Representative, Senior Medical Representative, Senior Product Specialist, Sales Supervisor, Area Manager, Commercial Team Lead, Pharmaceutical Sales, Healthcare Sales, Key Account Management, Direct Sales, Indirect Sales, Wholesalers, Trade Distribution, HCP Engagement, KOL Management, Territory Management, Prescription Generation, CRM, KPI Management, Sales Target Achievement, Team Leadership, Coaching, Business Development, UAE Pharmaceutical Market.