

Ahmed Sayed El-Dobily

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PROFESSIONAL SUMMARY

Pharmacist and Senior Medical Representative with 5 years of experience across leading Egyptian pharmaceutical companies (Chemipharm, Mash Premier, Pharo Pharma). Proven track record of exceeding sales targets with 100% or higher achievement, and building strong relationships with healthcare providers. DHA Prometric certified pharmacist, currently seeking new opportunities in Egypt and the United Arab Emirates, open to remote, hybrid, and on-site roles in pharmaceutical sales and related fields. Fluent in English.

WORK EXPERIENCE

Senior Medical Representative — Pharo Pharma (El Pharonia)

Apr 2024 – Jul 2026

Fakous, Sharkia, Egypt

- Represented a market-leading pharmaceutical company known for its strong market share and stability.
- Built relationships with healthcare professionals and drove product adoption across assigned territory.

Medical Sales Representative — Mash Premier

Mar 2023 – Mar 2024

Fakous, Sharkia, Egypt

- Promoted a diverse portfolio of specialty and newly launched pharmaceutical products.
- Successfully navigated market challenges to achieve sales objectives.

Medical Sales Representative — Chemipharm

Jun 2021 – Feb 2023

Fakous, Sharkia, Egypt

- Achieved consistent 100% or higher target attainment over nearly 2 years.
- Promoted pharmaceutical products to physicians and pharmacies.

Pharmacist — Mostafa Nasr Pharmacy

Aug 2020 – Jun 2021

Abu Kabir, Sharkia, Egypt

- Provided pharmaceutical consultations and dispensed medications to patients.
- Gained hands-on clinical experience that supported the transition into pharmaceutical sales.

Chairperson, Internal Relations Committee — Egyptian Pharmaceutical Students' Federation (EPSF), Sinai University

Sep 2016 – Jun 2018

- Led the Internal Relations Committee, resolving interpersonal challenges across diverse teams.
- Recruited and retained new members, maintaining high morale and long-term loyalty to EPSF.

Organizer — Students Skills Development Program (SSDP), Sinai University

Feb 2017 – Mar 2017

- Co-organized a professional training program designed to raise students' soft skills to meet market needs.

EDUCATION

Bachelor's Degree in Pharmacy — Sinai University, Sep 2015 – Aug 2020, Grade: Very Good

LICENSES AND CERTIFICATIONS

- DHA Prometric Exam – Pharmacist, Dubai Health Authority (DHA) / Prometric, Issued November 2025, Credential ID 16028853-PHO5481-1
- English Language Course, British Council
- Train of Trainers (TOT), EPSF Training Center

SKILLS

Pharmaceutical Sales, Medical Representative, Negotiation, Communication, Community Pharmacy, Pharmacy Practice, Consumer Products, Interpersonal Skills, Presentation Skills, Team Spirit, Business Planning, Business Development, Microsoft Office, English Language