

RIHAM IBRAHIM

Medical Representative

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Driving License: Valid UAE Driving License



PROFESSIONAL SUMMARY

Results-driven Medical Representative with solid experience in the UAE healthcare market, particularly in Dubai. Strong background in OTC products, pharmacy-based sales, and large hospital accounts. Proven ability to manage Dermatology, Aesthetic, and Orthopedic clinics while building long-term professional relationships with healthcare professionals. Hands-on experience in Drug Regulatory Affairs, ensuring full compliance with UAE health authorities. Known for effective scientific detailing, strategic territory management, and consistent achievement of sales targets.

WORK EXPERIENCE

Medical Representative

Trans Care Medical Equipment LLC – Dubai, UAE

2023 – Present

- Promote and market medical equipment and products to large hospitals and specialized clinics including Dermatology, Aesthetic, and Orthopedic surgery clinics.
- Manage key accounts across hospitals, medical centers, and private clinics.
- Build and maintain strong professional relationships with physicians, nurses, pharmacists, and procurement teams.
- Conduct scientific product presentations, demonstrations, and in-clinic training sessions.
- Support product utilization in aesthetic procedures and orthopedic applications.
- Achieve monthly and quarterly sales targets and contribute to market expansion initiatives.

Medical Representative

Delta Medical LLC – Dubai, UAE

2022 – 2023

- Covered pharmacies, hospitals, and medical centers across assigned territories.
- Promoted OTC products and enhanced product visibility, availability, and sell-out at pharmacy level.
- Built strong relationships with pharmacists, doctors, and healthcare staff.
- Supported brand penetration within key pharmacy chains and hospital pharmacies.
- Achieved assigned sales targets and contributed to overall brand growth in the Dubai market.

Regulatory Affairs Officer

LIFEPharma FZE – Dubai, UAE

2021 – 2022

- Managed Drug Regulatory Affairs activities in compliance with UAE health authorities (MOH / DHA).
- Gained strong knowledge of UAE regulatory requirements, guidelines, and submission processes.
- Interpreted regulatory obligations and provided regulatory guidance and corrective action plans.
- Coordinated regulatory documentation for product registration and market continuity.
- Demonstrated strong problem-solving skills and ability to work independently on regulatory tasks.

CORE SKILLS & EXPERTISE

- Medical Sales & Business Development
- OTC Products & Pharmacy-Based Sales
- Hospital & Institutional Accounts
- Dermatology, Aesthetic & Orthopedic Clinics
- Drug Regulatory Affairs (UAE)
- Scientific Detailing & Product Demonstration
- Territory Planning & Market Coverage
- Healthcare Professional Relationship Management
- Communication & Negotiation Skills