



MOHAMMED RAJA ALI AHMED SHAH

PROFESSIONAL SUMMARY

Pharmacist and Store Manager with progressive UAE experience in retail pharmacy, pharmaceutical sales, customer engagement and business development. Currently managing Life Pharmacy store operations, team performance, sales targets, inventory and customer service. Previous Medical Representative experience with strong exposure to healthcare professional engagement, pharmaceutical product promotion, territory planning and sales target achievement. Seeking a Medical Representative opportunity in the UAE to combine pharmacy expertise, field-sales experience, commercial understanding and strong communication skills to drive product growth and build lasting HCP relationships.

CONTACT

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SKILLS

- Current Store Manager experience
- Pharmaceutical sales & business development
- Doctor/HCP relationship management
- Product promotion and presentations
- Territory and target management
- Competitor analysis
- Customer relationship management
- Team leadership
- Inventory and pharmacy operations
- Your previous Medical Representative experience
- Prescription verification accuracy
- Pharmaceutical law compliance
- Pediatric medication dosage
- Immunisations training and accreditation
- Compounding techniques
- Patient Counselling
- Inventory Management
- Stock control expertise
- Product information communication
- Knowledge of controlled substances
- Patient care planning expertise
- Patient medication education
- Controlled drug logging
- Evidence-Based selling
- Competitive market research
- Multitasking capability
- Target-Driven mindset
- Quality Assurance
- Conflict Resolution
- Interprofessional collaboration
- Regulatory compliance adherence
- Excel proficiency

WORK HISTORY

Pharmacist 01/2026 - Current

LIFE PHARMACY - UAE



- Kept accurate records of all dispensed items, adhering strictly to legal requirements.
- Optimised workflow processes to enhance productivity within the team.
- Undertook regular continuing professional development activities to maintain high professional standards.
- Maintained a clean and organized pharmacy, enhancing efficiency within the workplace.
- Checked dosages carefully prior to dispensing prescriptions; ensured patient safety
- Strengthened customer retention and relationship management by identifying high-value customers and maintaining regular follow-up to encourage repeat business.
- Developed and maintained dedicated customer trackers for WLD (weight-loss drugs), bulk customers, insurance customers, high-value medicine customers and controlled-medicine customers, enabling systematic follow-up and improved customer retention.
- Built and maintained strong relationships with key customers, identifying their requirements and ensuring timely product availability and service support.
- Established a business relationship with Retrieve Medi Clinic, generating frequent medicine enquiries and additional customer referrals to the pharmacy.
- Inventory management

Pharma Executive 11/2022 - 02/2025

Life pharmacy - UAE



- Conducted extensive market research for better understanding of competitor strategies .
- Conducted comprehensive risk assessments, ensuring company stability and growth.
- Identified growth opportunities, leading to business expansion.
- Fostered a collaborative work environment to enhance team performance.
- Streamlined operations by integrating latest technology solutions in daily tasks .
- Optimised operational efficiency by implementing strategic business processes

LANGUAGES

English

Fluent

Hindi

Native

Urdu

Advanced

Marathi

Advanced

Arabic

Beginner

PERSONAL DETAILS

Date of Birth / Age: Feb 5, 1997

Nationality: Indian

Marital Status: Married

DRIVING LICENSE DETAILS

License Type: UAE Driving License

License No.: 5153262

Issuing Authority: Dubai

Issue Date: 25/03/2026

Expiry Date: 25/03/2028

MEDICAL REPRESENTATIVE 03/2021 – 04/2022

J B CHEMICAL - Bangalore, India



- Enhanced product knowledge amongst doctors and pharmacists through detailed presentations.
- Focused on customer satisfaction during every interaction, building strong business relations.
- Developed a deep understanding of medical products by extensive research.
- Maintained up-to-date knowledge of competitor products for strategic planning.
- Tailored sales pitch according to customer needs, maximising product uptake.
- Established strong professional relationships with key opinion leaders in the medical field.
- Managed an assigned territory by regularly visiting doctors, clinics, pharmacies and healthcare professionals to promote the company's pharmaceutical products.
- Developed and maintained strong professional relationships with doctors, pharmacists and Key Opinion Leaders (KOLs) to build long-term product acceptance and business opportunities.
- Conducted effective product detailing and scientific presentations, communicating product indications, benefits, differentiating factors and appropriate usage to healthcare professionals.
- Implemented structured territory management and call-planning strategies to maximize doctor coverage, improve productivity and achieve assigned sales objectives.
- Identified potential prescribers and high-potential accounts through market mapping, customer profiling and competitor analysis.

Medical Representative 08/2016 – 12/2025

HETRO HEALTH CARE - INDIA



- Implemented successful strategies for achieving sales targets within assigned territory.
- Followed up on leads generated from conferences, establishing potential new clients.
- Undertook administrative tasks related to sales reporting, ensuring accuracy at all times.
- Established strong professional relationships with key opinion leaders in the medical field.
- Communicated effectively with healthcare professionals to promote pharmaceutical products.

EDUCATION

Graduate in Pharmacy, 03/2017 – 03/2021

BANGLORE RAJIV GANDHI UNIVERSITY – INDIA

Diploma In pharmacy, 04/2014 – 04/2016

VIVEKANADA COLLEGE OF PHARMACY – India