



AHMED ELMAGHRABY

Medical Representative

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Professional Summary

Medical Representative with 4+ years of experience promoting pharmaceutical products in Orthopedics, Surgery, Internal Medicine, General Practice, Gastrointestinal, Neurology, Dentistry, Plastic Surgery, Gynecology, Rheumatology, Dermatology, Chest, and ENT. Skilled in achieving sales targets, managing territories, and building strong relationships with healthcare professionals.

Education

Bachelor of Science in Chemistry

Jul 2016 - Jul 2020

Damietta University

- **Minor:** Biology & Chemistry

Work Experience

Medical Representative

Dec 2022 - May 2025

Al-Esraa Pharmaceuticals – Optima

Is Responsible For:

- Promoting and detailing pharmaceutical products in assigned therapeutic areas to healthcare professionals.
- Building and maintaining relationships with doctors, pharmacists, and medical institutions.
- Achieving monthly and quarterly sales targets through strategic territory planning.
- Conducting market analysis to identify growth opportunities and competitor activity.
- Organizing and participating in medical events, conferences, and training sessions.

Medical Representative

Nov 2021 - Dec 2022

HPG Company

Was Responsible For:

- Promoting products in Internal Medicine, Gastrointestinal, General Practice, Chest, and ENT therapeutic areas.
- Managing sales cycles from product detailing to order follow-ups.
- Maintaining strong relationships with healthcare providers to increase product adoption.
- Providing accurate product information and addressing medical inquiries.

Medical Representative

Dec 2020 - Nov 2021

Nova Company

Was Responsible For:

- Covering IM, GIT, GP, ENT, Chest, and Orthopedic therapeutic lines.
- Achieving 112% of sales targets per semester through effective territory coverage.

Personal details

Date of birth

May 28, 1998

Nationality

Egyptian

Civil status

Single

LinkedIn

linkedin.com/in/-ahmed-elmaghraby-

Personal Skills

- Problem Solving
- Listening
- Speaking
- Teamwork
- Time Management
- Leadership

Technical Skills

- Microsoft Office
- Data Entry
- Email Communication Tools

Languages

Arabic | Native

English | Very Good

Medical Representative

Jul 2020 - Dec 2020

Splendix Inc

Was Responsible For:

- Promoting products in Surgery, Vascular, Orthopedic, and Neurology specialties.
- Coordinating with the sales team to expand client base and territory penetration.
- Maintaining accurate sales and visit reports for performance tracking.

Operator

Feb 2019 - Jul 2019

Sumitomo Electric Wiring Systems Egypt

Was Responsible For:

- Operating and maintaining production machinery in compliance with safety standards.
- Ensuring quality control of electrical wiring products before dispatch.

Certifications

- Human Resources | Aug 2020
- Project Management | May 2017

Career Skills

- **Pharmaceutical Product Promotion** – Effectively promoting medicines across diverse therapeutic areas to drive prescription growth and meet market needs.
- **Client Relationship Management** – Building and sustaining strong relationships with healthcare professionals to ensure consistent sales performance.
- **Sales Target Achievement** – Consistently meeting and exceeding sales objectives through strategic territory planning and effective communication.
- **Market Research & Analysis** – Monitoring competitor activities and identifying new opportunities to expand market share and improve brand positioning.
- **Medical Presentation Delivery** – Providing engaging product presentations and training sessions to healthcare providers, enhancing product awareness.