

*Ahmed M. Aboelsaoud*

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## Personal Background:

* **Date of birth :** 16th December, 1979
* **Nationality :** Canadian
* **Marital Status :** Married

## Education:

* **Additional Prescribing Authority**

2016-current Alberta College of Pharmacy – Canada

* **Bachelor’s degree in Pharmaceutical science**

1996-2001 Cairo University -Egypt

## Qualifications:

* Extensive hospital experience through working as a clinical pharmacist or industrial manager in pharmaceutical companies.
* Excellent patient care and follow up skills by creating and implementing care plans for seniors and senior homes
* Excellent communication skills upward with management and with team and colleagues.

## Career Summary:

* **Clinical Pharmacist and Director of Catalyst Pharmacy chain**

\*January 2015 – up to date

* Directs daily operations through supervision of technicians and providing ongoing clinical education to enhance regulatory compliance, as well as adherence to industry trends, best practices, and organizational objectives.
* Reviews patients’ medication orders for efficacy and safety, and makes recommendations to physician if changes are required
* Evaluate patient’s condition to ensure all issues are being treated and Provides medication information to patients and if necessary, to nurses and care givers
* Identify untreated health problems and refer patients to appropriate physicians
* Develop effective medication plans that minimize the risk of adverse side-effects
* Consult on dosages, medication substances etc. and Advise on the correct administration of drugs
* Assess the results of pharmaceutical treatments
* Collaborate with healthcare professionals to ensure optimal patient care
* Keep accurate documentation of medication plans and patient progress
* creating, planning, implementing, and integrating clinical services tools and methods
* Communicating with regulatory buddy and insurance companies to ensure my practice is meeting the province standards
* Providing Home Healthcare solutions for seniors and patients need Aids for Daily living
* makes certain that the organization’s leadership maintains constant awareness of both external and internal competitive landscape, opportunities for expansion, customers, markets and standards
* **Hospital Team Lead** at **MSD- Gulf**, "**Specialty & hospital Franchise** "

\*March 2013 – Oct. 2014

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**Job duties:**

* + - * Kept up to date in the latest pharmaceutical products
      * Responsible for medical communication and drug information inflow for the team
      * Taught, trained and coached sales professionals regarding products and sales techniques.
      * Team building and motivations.
      * Monthly business review with the team to see if the company objectives have been fulfilled in terms of sales, marketing and customer satisfaction.
      * Manage KOL doctors
      * Developed strategies to approach potential customers.
* **Product Specialist** at **MSD- Gulf**, "**Oncology & Anti-Infectious line**"

\*Oct 2008 - Feb. 2013



**Job Duties:**

* Interacted with doctors and other health care professionals with communication regarding medications
* Updated protocols and treatment policies in accordance with the newest studies and guidelines.
* Interpreted laboratory values and link it to the proper use of the medications
* Establish long standing relationships with health care professionals who rely on my expertise.
* Regular visits of institution pharmacies to monitor product availability and movement.
* Maintained / update product Knowledge of the company.
* Transferred Knowledge of company product to Pharmacists and Physicians.
* Conducted Presentations and round table discussions for Key leaders on the efficacy, safety, dosage, recommendations and ensure company positioning
* **Senior pharmacist** at **Ebn Sina Medical-Qatar.**

\*May 07 – Sep. 08



**Job Duties:**

* Pharmacy in charge for Bader Chemist and then for "Good life Chemist" (the largest pharmacy in the chain) responsible for monitoring, ordering, stocking and liquidating pharmacy items.
* Increased pharmacy profit by maintaining and developing both existing and new customer relationships.
* Liaised with internal departments such as retail depart., finance and store.
* Communicated with Pharmaceutical companies’ and agencies’ both medical and sales representatives.
* Provided information, resolves problems, and trains customers on products and services, ensuring customer satisfaction.
* **Hospital Pharmacist** at **Heliopolis Psychiatric Hospital**

\* 2002 - Dec. 2006



**Job Duties:**

* Monitored the supply of all medicines used in the hospital and are in charge of purchasing, dispensing and quality testing medication stock along with help from pharmacy assistants and pharmacy technicians
* Provided information on medication use, potential side effects and check that medicines are compatible with existing medication.
* Worked closely with other health care professionals in the hospital in clinical settings and procurement settings
* Managed both in-patient and out-patient pharmacies in terms of stock, availability, dispensing and recruiting.

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## Development and training courses:

* **“The Master Negotiator”** by **Stephan Amin/Comeone Institution** Dubai, October 2013
* **“Coaching Fundamentals”** by **MSD/Middle east** Dubai, October 2013
* **“Six Sigma” training** by **MSD/EEMEA** Qatar, August 2012
* **“Presentation skills”** by **MSD/EEMEA** Qatar, June 2012
* **“Negotiation skills”** by **MSD/EEMEA** Qatar, June 2012
* **“Strategic thinking”** by **MSD/EEMEA** Qatar, October 2011
* **“Emotional Intelligence”** by **MCA training international** Qatar, June 2011
* **"Customer Centricity Interaction" -CCI** by **MSD/ EEMEA** Bahrain, Nov., 2010.
* **Successful selling strategies** by **Starmanship & associates training company,** Doha , Mar. 08
* **Customer service: emotional care** by **Starmanship & associates training company,** Doha , OCT. 07
* **Sales and marketing certificate** by **American University at Cairo** Cairo**,** 2003 - 2004
* **Effective E-marketing seminar** by **Dr/Ahmed Saber** Cairo, March 2004
* **Negotiation skills course** by **Scope company** Cairo, Feb 2004
* **Team Building workshop** by **Scope Company** Cairo, Sep.2003
* **Advanced selling skills** by **Vision pro**  Cairo, Sept.2003
* **The Pharmaceutical marketing** by **Alahram training**  Cairo, Aug.2003
* **Certificate in transformational leadership and positive thinking** by **BizNas.com** Dubai, July 2003

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**References:**

* **Hesham Mahmoud –** University of Alberta - Qatar
* **Ihab Hegazy** – UniPharm – General Manager – Qatar.
* **Haidy Zohny** – University of Strathclyde – Marketing head - MEA.

Update detail/posts and contact info. Of my reference will be provided upon

request.

**Thank You,**

Updated in February 2020

AHMED ABOELSAOUD Founder and Operations Director PHONE: 780-709-6722 EMAIL: AH.ABOELSAOUD@YAHOO.COM PROFESSIONAL SUMMARY Dynamic business developer with a proven track record of successfully managing and growing multiple businesses. I am skilled in business development, strategic marketing, and operational management. Adept at enhancing customer experience, driving sales growth, and ensuring financial profitability. Experienced in building strong community relationships and navigating regulatory requirements. PERSONAL SUMMARY I was born and raised in Kuwait, after graduation I worked in Qatar for 10 years then moved to Canada in 2014. I am a results-driven leader with extensive experience spanning Egypt, the GCC, and North America. Proven expertise in identifying growth opportunities, building strategic partnerships, and driving revenue across diverse markets. HOBBIES Reading Hunting Sports EDUCATION The American University in Cairo 2004 Sales and marketing Certificate Cairo University 2001 Bachelor’s degree in Pharmaceutical Sciences WORK EXPERIENCE Rayat Consultants | Founder and Operations Director 11/2016 – Current • Developed and executed strategic business plans to drive growth and expand market presence for both pharmacies. • Led all marketing and branding initiatives, including digital campaigns, community events, and partnerships with local organizations. • Monitored financial performance, managed budgets, and identified opportunities to improve profitability. • Implemented customer service protocols that increased client retention and satisfaction by [specific percentage]. • Optimized inventory management, reducing costs while ensuring adequate stock levels. • Recruited, trained, and managed a highperforming team, fostering a collaborative and results-driven workplace culture. • Navigated regulatory requirements, ensuring full compliance with provincial and federal laws. • Expanded the scope of services offered, such as immunizations, wellness programs, and medication delivery, enhancing community engagement. MSD Gulf | Sales Manager 10/2008 – 10/2014 • Kept up to date with the latest pharmaceutical products •Responsible for medical communication and drug information inflow for the team •Taught, trained and coached sales professionals regarding products and sales techniques. •Team building and motivation. • Monthly business review with the team to see if the company objectives have been fulfilled in terms of sales, marketing and customer satisfaction. •Manage KOL doctors •Developed strategies to approach potential customers. SKILLS 60% 100% 65% 75% 85% 0.00% 25.00% 50.00% 75.00% 100.00% DATA ANALYSIS AND … COMMUNICATION SKILLS RELATIONSHIP BUILDING SALES AND NEGOTIATION … STRATEGIC THINKIN