

# Michael Saad

## Aesthetics & Pharmaceutical Business Expert

Michael Saad is a medical and product specialist with a genetics engineering background and strong field experience across IVF, genetics testing, and dermal aesthetics. He combines scientific credibility with sharp business development and negotiation skills, consistently building strong doctor access and driving growth.



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## WORK EXPERIENCE

### Product Specialist

SIRIUS Pharm

05/2024 - 10/2025

#### Achievements/Tasks

- Product Specialist Representative – ZEUS Device with IVF Centers & Gyno Doctors. Dermal Aesthetics RRS HA Long-Lasting with Derma Doctors.

### Medical Representative

BabyCord Stem Cells Bank

07/2023 - 12/2023

#### Achievements/Tasks

- Medical Representative And Responsible About The Genetics Testing With Pediatric, Gynecology Doctors. And IVF Centers. Access With Lot Of Hospitals (Private And Government Sectors).

### Medical Business Development

Ibn-Rushd Drug Store – IGENOMIX.

08/2021 - 06/2023

#### Achievements/Tasks

- Medical Business Development And Responsible About The Genetics Testing With Pediatric, Gynecology Doctors. And IVF Centers. Access With Lot Of Hospitals (Private And Government Sectors).

### Medical Representative

Aseel AlShawwa Company

#### Achievements/Tasks

- Medical Field Representative And Key Account Specialist For Dermal Fillers, Blood Separation Machine, and Disinfectants.

### Medical Representative

Masrouji Drug Store.

09/2019 - 12/2020

### Medical Representative

Karmel Drug Store

12/2018 - 09/2019

## EDUCATION

### Bachelor of Genetics Engineering And Biotechnology |

Jordan University Of Science And Technology

2012 - 2018

## SKILLS

Product Specialist

Medical Detailing

Dermatology Products

Lead Generation

Competitive Analysis

Product Specialist

IVF Market

Business Development

Competitive Analysis

Cross Functional Collaboration

## COURSES

Advanced Excel (12/2025 - 01/2026)

X Academy

Advanced High Impact Challenger Assertive Selling & Negotiation Skills. (01/2023)

Advanced Marketing And Social Media. (02/2019)

Clinical Diploma In Professional Embryology  
(07/2018 - 10/2018)

Trainee At Al-Istishari Hospital (IVF LAB).

Trained At Al-Amal Maternity Hospital (IVF LAB).  
(05/2015 - 06/2020)

Jordan Company For Antibody Production  
(01/2014 - 02/2014)

MONOJO Company

## LANGUAGES

English

Native or Bilingual Proficiency

Arabic

Native or Bilingual Proficiency

## INTERESTS

Medical Innovation

Medical Innovation

Genetic Research

Sales Psychology

Clinical Advances

Professional Networking

Negotiation Techniques