




PERSONAL INFORMATION

Dana Talib



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Sex Male | Date of birth 07/04/1993 | Nationality Iraqi

POSITION

Management assistant , Sales representative , pharmacy assistant

WORK EXPERIENCE

15/01/2016–Present

Medical sales representative

Erbil (Iraq)

- Assess clients needs and present suitable promoted products
- Liaise with and persuade targeted doctors to prescribe our products utilizing effective selling skills and performing cost-benefit analysis
- Provide product information and deliver product samples
- Attend sales meetings, conference calls, training sessions and symposium circuits
- Work with sales team to develop strategies and implement brand strategies to ensure a consistent marketing message
- Build positive trust relationships with medical representatives to influence targeted group in the decision making process
- Monitor and analyze data and market conditions to identify competitive advantage
- Keep accurate records and documentation for reporting and feedback
- Pursue continuous learning and professional development and stay up-to-date with latest medical data

04/02/2017–01/08/2018

Medical laboratory assistant

erbil (Iraq)

- Performing laboratory tests including pre- and post-analytic phases
- Preparing samples/specimens
- Producing accurate and reliable data and interpret results

01/01/2016–04/08/2018

Pharmacy assistant

erbil (Iraq)

To promote their products, pharmaceutical salespersons meet with general practitioners, specialists, pharmacists and other health care professionals to tell them about the newest medicines offered by their employer and remind them of existing products. Pharmaceutical sales reps must be highly informed about the medicines they are selling, able to describe the risks and benefits of specific drugs and answer detailed technical questions. Sales workers also schedule appointments, file sales and expense reports, plan and give presentations, and manage customer information databases.

01/06/2013–06/05/2016

Personal trainer

erbil (Iraq)

- Liaising with managers to determine training needs and schedule training sessions
- Designing effective training programs

- Selecting and booking venues

01/02/2013–06/06/2016

erbil (Iraq)

Managing the lifecycle of all problems.

- Preventing incidents from happening.
- Minimizing the impact of unavoidable incidents.
- Making temporary solutions (workarounds) available to incident management.
- Developing final solutions for known errors.
- Performing trend analysis of important services or historical incidents.

02/05/2006–05/06/2013

Marketing assistant

halabja (Iraq)

- compiling and distributing financial and statistical information such as budget spreadsheets.
- analysing questionnaires.
- writing reports, company brochures and similar documents.
- organising and hosting presentations and customer visits.
- assisting with promotional activities.
- visiting customers/external agencies.

EDUCATION AND TRAINING

01/11/2013–20/06/2017

Bachelor degree in science of chemistry

EQF level 4

Salahadin University, erbil (Iraq)

01/02/2015–09/04/2016

erbil (Iraq)

Pharmacy dealing course

Medical training course= First aid training course

04/02/2014–01/01/2015

erbil (Iraq)

= Environment protecting

01/03/2013–01/05/2014

EQF level 3

erbil (Iraq)

= Personal strategic planning= Leader preparation

= Art of teaching

PERSONAL SKILLS

Mother tongue(s)

Kurdish

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	A2	A2	A2	A2	B1
Arabic	C1	C1	B1	B1	C1

Turkish	C1	C1	B1	A2	C2
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Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Organisational / managerial skills

3 years : worked with KSDO organization

2 month : worked with burch center

3 months : gwlan private school as a teacher

9 months : worked with dlnawa organization for education

6 months : worked as volunteer in hospital (Analysis the disease)

3 months : worked in pharmacy as assistant pharmacist.

1 month : worked as volunteer as medical representative