

# WEAM FAHEEM ALI

## Pharmacist

### Personal Info

#### Address

Iraqi Kurdistan -Erbil

#### Phone

009647518286073

#### E-mail

[weam.ali.12292@gmail.com](mailto:weam.ali.12292@gmail.com)

#### Date of birth

1992-02-12

### Skills

- Management
- Sales and marketing skills
- Working long hours
- communication skills
- Organizational skills
- Commercial awareness

### Education

2011 Tishreen University-Faculty of  
2017 Pharmacy –Syria,Lattakia.  
GPA of 72.04%

### About me

Sales Representative with 2 years of experience as pharmaceutical marketing agent. In addition to training as Pharmacist .And 2 years of experience as pharmaceutical assistant. And 1 years of experience as pharmacist in my pharmacy . Finally I work as Medical Rep for 1 year.

### Experience

2014 -2016

#### Sales Representative

##### Warehouse Pharmacist 7

- Selling pharmaceutical products and services using solid arguments to prospective customers.
- Maintaining positive business relationships to ensure future sales.
- Improved the service and Increased sales ratio by 20%

#### Training as Pharmacist

##### Majd Marouf Pharmacy

- Training for three periods:
  - 3/6/2013-30/9/2013
  - 10/7/2014-25/10/2014
  - 5/4/2015-8/8/2015

2016- 2018

#### Pharmaceutical Assistant

##### Natalie Mousa Pharmacy

- Improved customer service and pharmacy efficiency.
- Preparation of medications for patients and give instructions for medicine.
- Receiving and verifying the prescriptions.
- Pricing and filling of prescriptions.

2018- 2019

#### Pharmacist

##### My Pharmacy

- Prepares medications by reviewing and interpreting physician orders, detecting therapeutic incompatibilities.
- Completes pharmacy operational requirements by organizing and directing technicians' work flow. And verifying their preparation and labeling of pharmaceuticals and verifying order entries, charges, and inspections.

Reference:

- **Ph. Natalie Mousa :**  
Natalie Mousa Pharmacy’s manager  
00963956528323
- **Ph. Majd Marouf:**  
Majd Marouf Pharmacy’s manager  
00963933470053
- **Dr. Alaa Asfari:**  
  
Oshar Pharma’s marketing manager  
00963944433320

2019-2020

Medical Rep

Oshar Pharma

- Demonstrated, and presented samples of products to doctors and convinced them to prescribe.
- Visited all the stockists on a weekly basis, collected and submitted their orders to the company
- Worked with the sales team to maintain and expand business relationships with the medical fraternity, and created new business opportunities.
- Worked with the marketing department to promote products to relevant doctors, and discussed clinical usage, dosage as well as side effects with them
- Surveyed the market, collected information from pharmacy stores on competitors' products and approached doctors prescribing them



## TO WHOM IT MAY CONCERN

This is to certify that Mr. Weeam Fahim Ali was employed in Oshar Pharma.

from 1/1/2019 till 20/2/2020 in the Department of Marketing as a Medical Rep.

Throughout his employment he has always proved himself to be a hardworking and dedicated employee.

He has high manners and good conduct.

Upon his request he is given this certificate.

Damascus: 21 / 2 / 2020

Oshar pharma management

Marketing Manager  
Dr. Alaa Asfari

أوشر فارما للصناعات الدوائية  
إدارة التسويق  
Oshar Pharma

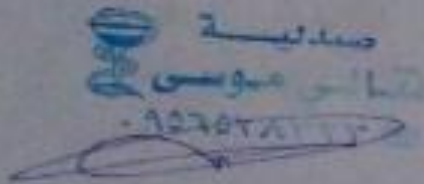
صيدلية نتالي موسى

العنوان : سوريا - اللاذقية - دوار الزراعة - بناء الريجة

### شهادة خبرة

أقر أنا الصيدلانية نتالي موسى صاحب ومدير صيدلية نتالي موسى الكافنة في سوريا - اللاذقية - دوار الزراعة - بناء الريجة بأن الصيدلي ونام فهم علي كان يعمل لدينا في الصيدلية في الفترة من 25-8-2016 وحتى 1-1-2018 . وعرف خلال هذه الفترة بجديته في العمل إضافة الي أخلاقه المثالية وحسن سلوكه والاجتهاد في العمل، وقد انتهت فترة عمله بناء علي رغبته.

الصيدلانية  
نتالي موسى



صيدلية نتالي موسى

سوريا - اللاذقية - دوار الزراعة

هاتف: 00963956528323

أشرف من بسم الله الرحمن الرحيم

الحمد لله

أنا السيد/ محمد بن محمد بن معروف، صاحب صيدلية محمد بن معروف، الواقعة في سوريا - اللاذقية - ساحة التحرير، الثورة

أقر أن الطلابة وتمام فهمي على ما تم الاتفاق عليه في صيدلتي في الفترات التالية:

من تاريخ 2013/6/1 إلى 2013/9/30

من تاريخ 2014/7/10 إلى 2014/10/25

من تاريخ 2015/4/5 إلى 2015/8/8

وأصبح موعداً لمرحلة التمديد بشكل جيد جداً.

السيد/ محمد بن محمد بن معروف  
محمد بن معروف  
**صيدلية**  
**محمد بن محمد بن معروف**

صيدلية محمد بن معروف

سوريا - اللاذقية - ساحة التحرير

هاتف: 00963933470053