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Yomna Khaled Ali Ayoub

Profile Summary

Initiative-driven and ambitious product specialist with a medical background, seeking efficiency and continuous experience, skilled in product promotion, B2b communication and market analysis. Research and analytical skills. With a blend of scientific knowledge with teaching skills and creative problem-solving.

Experience

Ophthalmic Product Specialist at Talent Pharma Group (2024-present). "Launch new eyedrops, Promote eyedrops to doctors, Monitor competitor activity and market trend, ability to build long-term professional relationships with healthcare professionals, administrative stakeholders and procurement managers of leading pharmacy chains and Maintain regular communication with pharmacists to gather insights on products demand."

internships

Intern — DEPI (present). "Data analysis using Excel, Power Query, Power pivot and SQL."

Intern — Arabic Localizer (2024). "Handled various types of files; General, Medical, E-mails and letters using Cat tool Tradus."

Intern — SRTACity online Summer School about protein isolation (2022). "Protein types in human body and its structure, Methods of protein extraction and purification, chromatography types as Affinity chromatography and how to analyze the protein purification, Introduction of BioEdit, GenBank."

Trainee at American Veterinary Center (2022). "Basis of Examination and How to apply catheter and Canula."

Intern — SRTACity online Summer School about Natural Product Drug Development (2021). "Methods of extraction of drug from plant and using devices as Bruker Alpha FT-IR spectrometer, Basic cell cultures lab, its application and its equipment, Vitro evaluation assays (colorimetric assays, antimicrobial assays and cytotoxic assay), Molecular pharmacology, Biological molecules, protein and Gene expression tech using PCR and q-PCR, Basic and steps of Western Blot, IHC and Elisa and Gene Cloning."

Intern — VRMJR Online Summer School (2021). "Wound healing, Tissue engineering and 3D Organ printing, Current aspects of nanomedicine and what is exosomes based theranostics."

Intern — Animal Health Research Institute (2021). "Principle of Food microbiology and biochemistry at **Alexandria food lab inspection.**"

Education

Graduated 23/6/2023 **Bachelor degree of Veterinary Medicine**, Alexandria University

Extracurricular activity

Tajweed teacher for Ahl Al-Quraan academy (2024-present).”Teaching adults Tajweed rules, Assessing Student Progress, Adaptability to student’s learning levels and Lesson planning.”

Volunteer for organization of blood donation campaign of social leaders team (2019).”Assisted blood donors and ensured their well-being post-donation by monitoring for side effects and providing support.”

Participant in SAVE 19 (2019).”Conducting public health awareness campaign on burn prevention and first aid, Educating people in public spaces about safety measures and Emergency response.”

Participant in Sustainable Development program in Bibliotheca Alexandrina (2017).

Skills

Active listening	Microsoft office;	English B2
B2B Sales & negotiation	➤ PowerPoint	
Communication skills	➤ Excel(Charts, Pivot table and Power Query)	
Creative Problem-Solving	➤ Word	
Detailing		
Objection Handling		
Clarity		
Research Skills		