

# Ahmed Abdelfattah

Registered Clinical Pharmacist , PharmD Undergraduate



Edmonton, Canada, T6W 2A8



587-429-8686



amabdelf@ualberta.ca



[linkedin.com/in/ahmed-abdelfattah-pharmd](https://www.linkedin.com/in/ahmed-abdelfattah-pharmd)



<https://www.fattah.info/>

Registered clinical pharmacist with extensive experience in the pharmaceutical industry, supported by diverse international experiences; After completing a Bachelor's in Pharmaceutical Sciences, I worked in a variety of clinical practice settings; currently, I am a registered clinical pharmacist who is a licensed prescriber and pursuing a Doctor of Pharmacy at the University of Alberta.

In my career, I have worked in several pharmaceutical companies, gaining invaluable international experience in several areas of the pharmaceutical industry. These unique experiences along the way helped me build my expertise for my future role.



## Experience

Provide scientific expertise, education and engage in ongoing scientific exchange and balanced discussion of science, to support collaborative decision-making for patients with complex pharmacotherapy through individual and group presentations of scientific information to both HCPs and Non-HCPs.

Address unsolicited requests for medical information from health care professionals, including physicians, nurses, patient advocacy groups, medical institutions .

Communicate scientific information of strategic importance to the business and cover medical sessions and booths at scientific meetings, as well as represent the business at scientific conferences.

Provide technical assistance in identifying, evaluating, and screening qualified research sites for clinical research; support clinical trial operations with trial and therapeutic education.



## Accomplishments

- **Janssen Scholar of Oncology Diversity Engagement Program (SODEP-2022)**, gaining fantastic experience to work with a group of exceptional and diverse scientists, physicians, medical students, PharmD students, residents, and postdoctoral fellows from across Canada and the United States, and to be mentored by two of Janssen oncology industry leaders.
- **Medical affairs**, collaborated as a key member of a clinical team during prelaunch activities and clinical trials of (Tresiba, Victoza, Ryzodeg & Saxenda)

(2012-2018 Novo Nordisk – UAE).

- **Mentor at the P4T Project**, National Association of Pharmacy Regulatory Authorities-NAPRA; develop a mentorship program and resources to address specific experiential, learning, and skill gaps imposed by international pharmacy graduates (IPGs) interested in obtaining a pharmacy license in Canada, with 100% success rate (after completing the mentorship program, all of my mentees received job offers).



## Work History

---

2018-12 - Current

### Registered Clinical Pharmacist-APA

*Shoppers Drug Mart, Edmonton, AB*

- Leading clinical activities to increase health awareness for my patients and the whole community
- Checking existing, renewal, and initial prescription to ensure continuity of care
- Verified prescription information against safety guidelines and insurance limitations to protect patient health and finances
- Administered vaccines to immunize patients against communicable diseases , using my skills to help with crucial tasks such as administering the vaccine across the province helping to ensure our population is protected against COVID-19 & influenza viruses
- Advised patients on potential drug interactions and side effects, proper dose timing, and medication storage
- Discussed over-the-counter medication and equipment options to help patients deal with individual symptoms
- Managing the clinical and promotional activities in and out the business location (Vaccination & health awareness clinics)
- Following up the financial & non-financial KPIs and be sure to achieve organizational targets
- Actively listened to customers' requests, confirming full understanding before addressing concerns
- Supervised work of contracted employees to keep on task for timely completion
- Mentoring and precepting Pharmacy & PharmD students in cooperation with the University of Alberta

2021-01 - Current

### Registered Clinical Pharmacist-APA

*Alberta Health Services, Edmonton, AB*

- Collaborated with Alberta COVID-19 Exposure Response Team (Pharmacist Mass Immunization program) to ensure our Albertan population is protected against COVID-19
- Fight against COVID-19 by using my skills to help with crucial tasks such as vaccine administration and education
- Provide crucial on-the-ground support at designated AHS facilities
- Proved successful working within tight deadlines and fast-paced atmosphere

- Developed team communications and information for meetings

2018-06 - 2018-11

## **Registered Pharmacist Intern**

*Shoppers Drug Mart, Edmonton, AB*

- Administered vaccines to immunize patients against communicable diseases
- Trained individuals in how to use devices to promote optimal medical support
- Verified prescription information against safety guidelines and insurance limitations to protect patient health and financial interests
- Communicated closely with patients, ensuring medical information was kept private
- Educated Type 2 diabetes patients on medication therapy, proper nutrition and fitness
- Recommended OTC devices or medication options to help mitigate individual symptoms
- Evaluated patient histories to assess medication compliance and spot issues such as doctor shopping or excessive usage.

2016-01 - 2018-02

## **Commercial Excellence -UAE Administration Officer**

*Novo Nordisk, Dubai, UAE*

- Led UAE separation from gulf area as an independent affiliate created new customers database in cooperation with different teams in UAE, KSA & lead IT team in India to implement new strategies on IO SEALAS (Novo Nordisk CRM - Application)
- Conducted in-depth troubleshooting of program problems and employee concerns and recommended corrective actions to resolve issues
- Identified and analyzed business strategy implications for growing companies to increase longevity
- Oversaw successful planning and execution of staff meetings, parties and events
- Collaborated with sales marketing, medical & IT team members to define and develop new product concepts, targeting the right customers
- Documented process flows and developed requirements for functional improvements and enhancements
- Created and executed marketing/PR campaigns, including new product introductions and existing product development
- Defined scope, budget, and goal of new projects, including targets and incentive plan
- Coordinated installation of IOSELAS software systems and collaborated with user experience team on design and implementation of new features
- Reviewed company software and business programs to determine the value and assess viability in a live environment
- Assisted executive leaders in decision-making procedures by creating daily
- Reports to advise leaders on corrective actions and process improvements
- Aided colleagues, managers and customers through regular communication and assistance

- Networked with industry professionals to foster partnerships and identify new and improved solutions
- Confirmed accurate completion of forms and reports for admission, transfer or discharge of each program participant
- Maximized branding outreach by facilitating marketing initiatives
- Devised and implemented improvements to reporting procedures managed and mapped more than 3000 customers.

**2012-02 - 2018-02**

## **Senior Medical Representative**

*Novo Nordisk, Dubai, UAE*

- Led modern insulin team in the delivery of launching new products in UAE, a project requiring close cooperation among members to share information
- And develop solutions to meet a broad array of deliverables
- Planned and executed different projects and initiatives to increase health awareness and executed several pre-launch activities
- Successfully led key projects which resulted in Increase NN market share in UAE & Gulf area, Highest growth & most successful launches in the world (TRESIBA, VICTOZA & SAXENDA)
- Provided onsite training for different stakeholders (patients, HCPs, nurses & physicians)
- Developed marketing materials such as case studies and product brochures to promote and educate buyers on product offerings
- Exceeded sales goals, increased revenue and facilitated sales
- Resolved order issues efficiently and enhanced customer satisfaction ratings
- Analyzed market to identify new opportunities and strengthen relationships with hospitals, medical centers and primary provider physicians
- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of the latest product launches
- Increased Market share by 25-50% through generating and maintaining relationships with KOLs and medical accounts.

**2010-12 - 2012-01**

## **Senior Medical Representative**

*Novartis Middle East - Alcon, Dubai, UAE*

- Analyzed market to identify new opportunities and strengthen relationships with hospitals, medical centers and primary provider physicians
- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest product launches
- Oversaw and implemented high-quality marketing programs to grow and expand glaucoma & eye care products nationally
- Delivered extensive research and clinical trial data to physicians
- Served as the primary contact for named accounts encompassing account management and sales responsibilities
- Increased sales and revenue growth through dominating the market by 75% market share
- Recognized trends within territory and industry to create proactive plans.

**2009-06 - 2010-12**

## **Medical Representative**

*ALCON, Kuwait, Kuwait*

- Served as the primary contact for named accounts encompassing account management and sales responsibilities
- Launched new products (AZARGA, SYSTANE) through collaboration with regional business managers; Increased market share by 55%
- Administered support through the development of new marketing strategies and product rollout on a national level
- Bolstered brand awareness by creating and executing marketing campaigns utilizing trade shows, roundtables, and webinars
- Analyzed market to identify new opportunities and strengthen relationships with hospitals, medical centers and primary provider physicians
- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest product launches

**2008-01 - 2009-05**

## **Medical Representative**

*SPIMACO, Dammam, KSA*

- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest product launches
- Analyzed market to identify new opportunities and strengthen relationships with hospitals, medical centers and primary provider physicians
- Worked to develop a network by identifying and pursuing new leads, attending industry events and building rapport with clients
- Conducted site visits to assess needs, demonstrate products and recommend strategic solutions for customer requirements
- Collaborated with customers after sales to identify and resolve service, account, or technical product issues
- Protected company reputation and built a loyal client base by working relentlessly to resolve problems and improve customer satisfaction
- Created communication strategies to meet client objectives.

**2007-01 - 2007-12**

## **Medical Representative**

*Novartis, Alexandria, Egypt*

- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest product launches
- Analyzed market to identify new opportunities and strengthen relationships with hospitals, medical centers and primary provider physicians
- Collaborated with customers after sales to identify and resolve service, account, or technical product issues
- Worked with vendors and customers to optimize delivery schedules and promote satisfaction from day one
- Provided onsite training for different audience HCPs and non-HCPs
- Serviced existing accounts on regular basis to maximize revenue

- Contacted customers and prospects to generate new business to achieve company growth goals

## Education

---

2021-01 - Current      **Doctor of Pharmacy - Undergraduate**  
*University of Alberta - Canada*

2001-09 - 2006-06      **Bachelor in Pharmaceutical Science: Pharmaceutical**  
*Al-Azhar University - Cairo - Egypt*

## Research Experience

---

- In type 1 diabetes, do glucagon-like peptide 1 analogs (GLP-1) improve patient-oriented outcomes. (Feb. 2021, UFA)
- In inadequately controlled type 1 diabetic patients, do the benefits of SGLT2 /dual SGLT2/SGLT1 inhibitors seem to outweigh the risks. (April 2021, UFA)
- An Anti-CD3 Antibody, Teplizumab, in Relatives at Risk for Type 1 Diabetes (Fall Seminar May 2021, UFA)
- Collaborated as a key member of a clinical team during prelaunch activities of (Tresiba®, Victoza®, Ryzodeg® & Saxenda®) (2012-2018 Novo Nordisk – UAE)

## Certifications

---

2020-07      Additional prescribing authorization License

2018-10      Authorization to administer drugs by injection License

2018-07      CPR/First Aid License

2007-01      Professional training courses (2007-2022)

## Languages

---

English & Arabic