

Tasneem Hassan

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Brief Summary

Highly motivated and results-oriented pharmacist with experience gained through university research projects, with a background in pharmaceutical sales, industry experience, and logistics management. Proven ability to deal with medications and healthcare practices to drive sales growth and streamline logistical operations. Eager to transition into a research-focused role to contribute expertise in pharmaceutical advancements and improve patient outcomes.

1.0 ACADEMIC QUALIFICATIONS

1.1 EDUCATION

Institute : Ain Shams University
Degree : Bachelors' Degree of Pharmacy class 2023
Grade : Very Good, (GPA 3.2 top 10%)

1.2 COURSES / TRAININGS

- **McKinsey & company:** A step forward to advance your career program
 - **The National Institutes of Health:** Introduction to the Principles and Practice of Clinical Research
 - **The National Institutes of Health:** Principles of Clinical Pharmacology
 - **Leaders of tomorrow wave 8:** Tools to be effective leader of tomorrow program
 - **ALX :** Virtual Assistant Program.
 - **The Duke School of Medicine :** ORAQ training in regulatory affairs.
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2.0 PROFESSIONAL EXPERIENCE

2.1 Position : **Teaching Assistant** Feb 2025 – present (Full time – onsite)

Foundation : Egyptian Chinese University

- Assisting in preparing and delivering lab sessions and Setting up lab equipment and demonstrations.
- Assisting in grading assignments, quizzes, exams, and lab reports and Managing attendance, records, and academic documentation.
- Supervising student projects or lab work and guiding students in their studies or research.

2.2 Position : **Medical Co-ordinator** Sep 2024 – Feb 2025 (Full time – onsite)

Foundation : Haya Karima Foundation

- Handle the reception and initial processing of medical cases and verify medical case files to ensure accuracy.
- Review medications prescribed for patients and follow up regarding patient care and case progress.
- Prepare and manage memos and documentation specific to the medical sector.

2.3 Position : **Shift Manager Pharmacist** Mar 2024 – Aug 2024 (Full time – onsite)

Pharmacy : El-Boraie Pharmacy

- Interpret prescriptions and dispense medications accurately and safely.
- Advise patients on how to take prescribed medications, including dosage instructions and potential side effects.
- remote patient education and counseling and follow up.

2.4 Position : **Shift Manager Pharmacist** Jun 2023 – Jan 2024 (Full time – onsite)

Pharmacy : Al-Sawy pharmacy

- Provide solutions-focused service to 900+ patients each month, educating and guiding on a variety of medications.
- Led a team of 2 junior pharmacy students, providing mentorship and guidance across all job functions.
- Oversee the storage of medications to ensure they are stored safely and refill the stock.

3.0. INTERNSHIPS

- 3.1 Position : **Medical Sales Representative** Jul 2022 – Sep 2022
Company : Roche Pharmaceuticals
- Conducted 50+ doctor visits leading to sustained long-term relationships and ensured customer satisfaction.
 - Conducted preliminary sales analysis to identify potential growth areas.
 - Contributed to increase overall area sales of Chronic Kidney Disease drugs by 15%, working on erythropoietin alpha drug.
- 3.2 Position : **Medical Sales Representative** Jul 2021 – Aug 2021
Company : Global Napi pharmaceuticals
- Achieved a 20% sales growth within a niche market segment during this period.
 - worked on launching a vitamin c and zinc supplement and on Rabeprazole sodium tablets.
 - Educate healthcare professionals on product features, benefits, and indications.
- 3.3 Position : **Product Launch Intern** Jun 2021 – Jul 2021
Company : Eva Pharma
- Surpassed sales target for a new medication launches within the first two months
 - Promote pharmaceutical to healthcare professionals through face-to-face visits and product demonstrations.
 - Utilize persuasive selling techniques to influence prescribing behaviors and achieve sales targets.
- 3.4 Position : **Seasonal Market Researcher** Aug 2018
Company : IPSOS
- Conducted market questionnaires during doctor visits and at pharmacies, communicate with supervisor and deliver data.
 - Contributed to data compilation and analysis for pharma clients
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4.0. THEORETICAL RESEARCH EXPERIENCE

4.1 Plants used in treatment of Anxiety: Conducted research on plants for the treatment of anxiety as part of the Pharmacognosy department at Ain Shams University.

5.0. EXTRACURRICULAR ACTIVITIES

- 5.1. Position : **Podcast organizer** April 2023 – present
Company : Per Ankh foundation
- Develop podcast episode ideas in collaboration with hosts and producers.
 - Create a content calendar and schedule for recording, editing, and publishing episodes.
 - Oversee editing and post-production processes to ensure high-quality episodes.
- 5.2. Position : **projects member** Nov 2022 – Jul 2023
Company : ENACTUS ASU
- leader of 3 IA members and 40 project's member.
 - Handed monthly feedbacks and managed all social issues that took place all year, arranged all activities.
 - Co-founded by my medical and pharmaceutical knowledge the project (Snelia).
- 5.3. Position : **Awareness team leader** Jun 2021 – Aug 2021
Company : Medical Caravan ASU
- participated in arrangement of 2 awareness campaigns and 1-week medical campaign.
 - average of 100 prescription, 50 lab test and 1500 awareness case per day.
 - writing medical content and making useful tools to aware children in campaigns.
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6.0. AWARDS

- SNELIA project won 6th on top 6 projects participated in *Action with Africa Challenge* at Enactus World Cup 2023 .
- Won a "Gold certificate" among all trainees in my teams from Global Nabi Pharmaceuticals.
- won the "most developed member" from Roche Pharmaceuticals.