

YARA AYMAN ELKAHAL HAFEZ, PHARM D

PROFESSIONAL SUMMARY

Ambitious Doctor of Pharmacy (PharmD) graduate with a CGPA of 3.86/4.00, combining over three years of community and health insurance pharmacy operations with intensive commercial field training at AstraZeneca. Highly skilled in medical sales presentations, clinical OTC patient counseling, and inventory control. Expert at navigating digital insurance platforms and managing short-supply tracking. Field-ready to apply advanced clinical and strategic communication skills within global pharmaceutical corporations.

EDUCATION

Egyptian Chinese University (ECU), Egypt

Graduated 2026

Doctor of Pharmacy (PharmD) – 5-Year Program plus Internship Year

- **Cumulative GPA:** 3.86 / 4.00 (Excellent with Honors)
- **Graduation Project:** "MicroRNAs in Alzheimer's Disease: Their Role as Biomarkers and Diagnostic Tools" – Conducted comprehensive medical review on epigenetic targets and molecular diagnostic frameworks.

PROFESSIONAL EXPERIENCE

Community & Health Insurance Pharmacist

2022 – Present

Various Community & Insurance Pharmacies

- Independently managed solo day and night shifts, ensuring accurate clinical prescription dispensing and strict operational compliance.
- Operated specialized digital portals to process complex medical insurance claims, verifying corporate guidelines and policy approvals.
- Provided evidence-based OTC pharmacotherapy recommendations and custom counseling regarding drug interactions.
- Conducted comprehensive inventory control, real-time stock monitoring, and shortage/short-supply management.
- Delivered exceptional customer service, managing patient concerns professionally to maximize retention and care standards.

Medical Representative Intern

August 1, 2024 – September 15, 2024

AstraZeneca Egypt

- Acquired deep product portfolio knowledge and advanced technical medical presentation skills tailored for global pharmaceutical standards.
- Delivered persuasive, science-based pitches to healthcare professionals, mastering objection handling and clinical field marketing.
- Analyzed territory dynamics and market engagement data to support corporate product awareness initiatives.

CLINICAL & INDUSTRIAL TRAINING

OTC Clinical Training Course

2026 – Present (Ongoing)

Dr. Dahshan Medical Training Programs

Children's Cancer Hospital 57357 (CCHE)

2025

Clinical Hospital Field Visit

Global Napi Pharmaceutical Factory

March 2, 2024

Industrial Production & cGMP Field Visit

El-Ganzouri Hospital

March 9, 2023

Clinical Hospital Site Visit

PROFESSIONAL DEVELOPMENT & CERTIFICATIONS

First Aid & Emergency Response Course

July 30 – August 3, 2022

Intensive Practical Training (4 Days per Week)

Design Thinking Online Workshop & Traditional Chinese Medicine Program July 15 – July 29, 2022 *Professional Innovation Methodology & TCM Rehabilitation Frameworks*

Local Chinese Teachers in Egypt Online Training Program (BLCU) September 21 – October 22, 2021 *Professional Academic Development Program*

Chinese Bridge Delegation Online to Explore Chinese Medicine

March 1 – March 19, 2021

Exploration of Chinese Herbology and Traditional Medical Frameworks

LEADERSHIP & ACTIVITIES

- Member, Nutrition Lifestyle Club – Egyptian Chinese University (ECU)

SKILLS & LANGUAGES

Core Competencies: Medical Representative Sales, OTC Patient Counseling, Inventory Control, Insurance Claims Processing, Stress Management, Problem Solving, Customer Service, Teamwork, Time Management

Technical Skills: Microsoft Office Suite (Word, Excel, PowerPoint)

Languages: Arabic (Native), English (Good / Fluent Working Proficiency)

Interests: Fine Arts, Sketching & Drawing