

MICHAEL BALAMON

Pharmacist

CONTACT

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Address

Dubai, United Arab Emirates

SKILLS

- Medication Therapy Management
- Promotional Marketing
- Team Management
- Department Budgeting
- Strategic Hiring
- Employee Training
- Collaborative Problem Solving
- Patient Communications
- Pharmacy Consulting
- Inventory Management

REFERENCES

References available upon request

LANGUAGES

Arabic | Native

English | Fluent

CERTIFICATIONS

- Dubai Health Authority - Pharmacist, 2025

PROFESSIONAL SUMMARY

Dynamic DHA-licensed Pharmacist with 8+ years in community pharmacy operations, regulatory compliance, and pharmaceutical sales. Proven in managing high-volume dispensaries (200+ Rx/day), leading teams, and exceeding sales targets by 15–25%. Expert in patient counseling, inventory optimization, and audit-ready compliance.

EXPERIENCE

Pharmacist

Shaker Al-Sharkawy Pharmacy

Jan 2024 – Nov 2025

Alexandria, Egypt

- Collaborate with physicians in the development of patient care plans.
- Counsel patients on safe medication usage including side effects, warnings and precautions and storage instructions.
- Ensure compliance with Egyptian pharmaceutical regulations related to controlled substances.
- Manage pharmacy operations, including inventory management and staff scheduling.
- Train and develop associates to optimize skills and areas of job responsibilities.

Medical Representative

Limitless Naturals

Sep 2022 – Dec 2023

Alexandria, Egypt

- Assisted in developing marketing strategies and promotional materials.
- Attended conferences, workshops, and trade shows to stay up-to-date with industry developments.
- Promoted healthcare products to pharmacies and healthcare professionals.
- Established and maintained meaningful relationships with internal stakeholders along with new customers and foster relationships with existing customers
- Developed strategies for increasing sales volume in assigned territories through effective account management.

Medical Representative

EvaPharma

Sep 2017 – Sep 2022

Alexandria, Egypt

- Met with physicians and other health care professionals to promote products.
- Participated in training programs to enhance knowledge of current products and services and develop skills for effective selling techniques.
- Exceeded sales targets by developing and executing strategic plans to leverage company products and services.
- Created detailed reports summarizing customer inquiries, orders, and suggestions for management review.
- Gained in-depth knowledge of all product features and benefits to effectively communicate them to customers.



EDUCATION

Bachelor of Pharmacy
Alexandria University Faculty of Pharmacy

Jun 2017
Alexandria, Egypt