

Dr. Aline Georges Gebran

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Educational Background

BACHELOR OF SCIENCE IN PHARMACY 2002- 2008

Lebanese American University (LAU) – Byblos, Lebanon

LEBANESE BACCALAUREATE IN LIFE SCIENCES 2002

Notre Dame de Louaize School – Zouk Mosbeh, Lebanon

Professional Experience

QUALITY CONTROL Pharmacist / FIELD PHARMACIST COORDINATOR – Lebanese Association of Knights of Malta, ORDER OF MALTA LEBANON, 5/2021 – present

(LES CHEVALIERS de l'ORDRE, ORDRE SOUVERAIN DE MALTE LIBAN)

❖ Control the Pfizer BioNTech vaccine at Amchit center, Lebanon

- Develops in alignment with chief pharmacist a plan to visit healthcare centers
- Conducts weekly regular visits to healthcare centers in order to monitor the situation
- Controls drug administration and ensures that it is in line with prescriptions
- Verifies medical reconciliations in beneficiaries' files and checks for compliance
- Checks drugs storage organization, storage conditions and stock rotation (FIFO)
- Identifies discrepancies and raise awareness of assistant pharmacists on issues and solutions
- Reports irregularities to chief pharmacist and recommends actions
- Replaces assistant pharmacists in their duties when they are on training
- Identifies pharmacy assistants' training needs and provide trainings based on requests
- Participates on need to the development of Standard Operating Procedures (SOPs) in alignment with chief pharmacist
- Contributes to the design of drug related projects and coordinates the implementation with assistant pharmacists ensuring proper data collection and tracking on projects
- Collects and analyzes various data related to projects and/or pharmacy center activities and generates subsequent reports
- Audits the compliance of the centers' pharmacies with the Standard Operating Procedures and other implemented programs and protocols
- Organizes the collection of data for the generation of periodic statistics on campaigns, drugs consumption, medical prescriptions, and prices per healthcare center
- Supports chief pharmacist in maintaining adequate stock management, quality of medications, distribution with respect to First Expired First Out
- Participates in the Healthcare Programs campaigns launch, provides necessary training and scientific input to healthcare centers' staff based on request and supports in data analysis and reporting

FRONTLINER PHARMACIST – Pharmacy Manager, 10/2020 – 4/2021

- Ensure compliance to protocols & guidelines despite the stressful situation during the pandemic
- Control drug administration, monitor drug stock & manage inventory in line with prescriptions

SIGMAMED Beirut, Lebanon

Regulatory Affairs Manager, 08/2019 – 09/2020

- Supervise all procedures & compliance by regulations of the Lebanese Ministry of Public Health
- Correspond with the Order of Pharmacists in Lebanon mainly, along with Order of Physicians
- Follow-up and supervise the delivery of imported drugs with shipping bureau & airport

ABBOTT LABORATORIES Beirut, Lebanon

Senior Medical Representative, (Central Military Hosp. - Badaro: Market Access) 10/2011 – 07/2019

- **Abbott Innovator:** innovation insights every quarter/year from 2014 till 2019
- Focus on growth: Sales analysis, market targeting & segmentation
- Engage with healthcare professionals to understand the needs of patients & provide solutions
- Develop strategy per territory and per customers (sales achieved: 87 – 93 %; forecast and plan)
- Brand positioning, drug development & marketing of products
- Commercial excellence: Monitor KPI, Salesforce & CRM data reports (Score > 90 - 95%)
- Develop passion for training and consultancy: provide support & advice
- Launch gastroenterology & women/health products; then dyslipidemia for Cardiology line
- Promote the products in portfolio of Cardiovascular (CV) line in Kesserwan and North Metn
- Follow-up on the tenders and account of the Central Military Hospital in Badaro and Kaslik
- Develop a good relationship with KOL's, physicians, and pharmacists
- Support patient safety and enhance patient access to the best medication
- Organize and hold regularly scientific group meetings and conferences
- Report Pharmacovigilance queries & provide evaluation assessments
- Achieve 62% increase in my area in market share in 2014
- Sales Achievement Award in 2011
- 3 years: Psychiatrists, Neurologists, and ENT's in Achrafieh, Deir El-Salib, and Kesserwan areas
- 10 years of experience as Market Access in Central Military Hospital – Badaro
- 10 years visiting Gynecologists, Gastroenterologists, and all Primary Care (General Physician, Internal Medicine, & Family Medicine) in total area of Achrafieh, Kesserwan, South Metn and Sin El-Fil, and Jbeil

SOLVAY PHARMACEUTICALS Sin El Fil, Lebanon

Medical Rep., (Central Military Hospital - Badaro: Market Access) 02/2010 - 09/2011

- Promote gastroenterology and gynecology products: Gastroenterologists, Gynecologists, and Primary Care in Achrafieh and Kesserwan
- Follow-up on the account of the Central Military Hospital in Badaro and Kaslik
- Increase market share, increase prescription rate, & maintain prescription habit
- Launch new medications
- Introduce and follow selective drug products in hospital pharmacy formulary
- Prepare and perform scientific presentations for internal audiences
- Follow with speakers to ensure delivering the intended scientific message

Nour (Zouk Mikael), **Pharmaforme** (Aintoura), **Rahbani Pharmacy** (Jbeil) Lebanon

Full-time Pharmacist 01/2009 - 01/2010

- Manage complete tasks of a pharmacy (including inventory control and insurance claims)
- Drug purchasing and product checking
- Patient counseling

- Prescription preparation: drug filling and dispensing
- Compounding of prescription products

Part-time Pharmacist 10/2006 - 05/2007

Trainings

- Rotation in hospital floors for counseling & drug monitoring and at the pharmacy for dispensing
- Notre Dame de Secours University Hospital Byblos - Trainee in Hospital, 03-06/2008
- Saint Martin Pharmacy Jbeil - Trainee, 12/2007-01/2008
- Rizk-LAU University Medical Center, Achrafieh - Trainee in Hosp. Pharmacy, 11/2007
- Drug Information Center, Order of Pharmacists in Lebanon Beirut- Trainee, 10/2007
- Eliane Pharmacy, Ajaltoun, 07-09/2006, Trainee
- St. Georges Hospital, Ajaltoun - Trainee at Hospital Pharmacy, 08/2005
- Trainee at community pharmacy, Zouk Mosbeh - 07/2005 and 09/2005

Languages

Fluent, written and spoken languages, in **English, Arabic, & French**

Data Analysis, Commercial excellence, and Computer Skills

Expert: **Salesforce, MS Office, CRM, Phenics & medical search engines (NEJM, Medscape, Elsevier...)**

Trainings and Certificates of Completion

Critical Thinking for Self-Development, Metropolitan School of Business & Management UK, Feb. 2021

Team Coaching Accelerator: Advance to the Leading Edge of Team Coaching and Team Leadership, March 2, 2020

Code of Business Conduct / Code of Ethics & Compliance Training, Aug. 28, 2017 & May 30, 2019/

Positive Communication Training, senior level by EPD Training Academy (Abbott), April 3 - 4, 2019

DUPHAT 2019, Dubai International Pharmaceuticals & Technologies Conference and Exhibition, Feb. 26 – 28, 2019 in Dubai – UAE

Pharmacovigilance Training, Jan. 2012, Jan. 2013, Nov. 2014, & Aug. 2017

19th, 20th, 21st & 22nd International Annual Congress of the LSO Gynecology, Nov. 19-21, 2015; Oct. 27-29, 2016; Nov. 9-11, 2017; & Nov. 8-10, 2018, respectively

Synergize by tLEX, Transformational Leadership for Excellence, Nov. 1, 2017

LIFE 2017, the Lebanese International Fertility Summit, Oct. 6-7, 2017`2

Endolive Beirut 2017, Lebanese Military Hospital Gastro Congress, Sept. 15-16, 2017

Expert Solutions in Gastroenterology – Abbott Gastro Summit, April 28-29, 2017

Launch Excellence, by EPD Training Academy of Abbott Laboratories, March 27, 2017

Extracurricular Activities

>> Volunteer after 4th of August 2020 Beirut Port Explosion: results inspector & quality control

>> Running half-marathon for a cause and representing my university LAU:

- 21.1 Km Runner, Beirut Marathon, Nov. 11, 2018
- 21.1 Km Runner, Beirut Marathon, Nov. 12, 2017
- Personal Training Certificate (July 7, 2017): 01/10/2016 – 30/06/2017
- Prime Service Team Award in Cooking Challenge Team Building, Dec. 15, 2016
- Second Place in Fitness Zone/REEBOK: The PUMP - PUMP TO PLAY, Sept. 2016
- First Place in Fitness Zone TRAIN 2 DRAIN Challenge Winner, Oct. 2015
- Member, Byblos Alumni Chapter, School of Pharmacy, LAU - Byblos Fall 2014 – present
- Member, Notre Dame de Louaize School Alumni 2002 – present

Sports: Kettlebells and suspension training, weight training, cycling, swimming, jogging, tennis

References are available upon request