

RAYAN MOSTAFA

Beirut, Lebanon | +961 3 654 284 | rayan.mostafa.3@hotmail.com

PROFESSIONAL SUMMARY

Junior Medical Representative with a strong scientific background in Biochemistry and an MBA in Business Management. Well-equipped to communicate medical and product information clearly to healthcare professionals, build strong professional relationships, and support sales objectives. Known for strong communication skills, credibility, organization, and the ability to quickly learn pharmaceutical products and market strategies.

EDUCATION

MBA – Business Management

Lebanese International University (2017–2019)

BS – Biochemistry

Lebanese International University (2013–2016)

RELEVANT EXPERIENCE

Biology & Chemistry Teacher – Ibn Sina Institute (2018–2019)

- Delivered complex scientific concepts in a clear, persuasive, and professional manner.
- Built trust and credibility with students and academic staff through effective communication.
- Prepared structured presentations and educational materials—skills directly transferable to product detailing.

Private Tutor – Biology & Chemistry (2012–2020)

- Conducted one-on-one sessions requiring strong interpersonal and persuasive communication.
- Adapted scientific messaging based on audience needs—similar to physician-targeted detailing.
- Maintained long-term client relationships through reliability and performance.

CORE COMPETENCIES

- Medical & Scientific Detailing
- Product Knowledge & Learning Agility
- Relationship Building with HCPs
- Sales Support & Business Awareness
- Presentation & Communication Skills
- Time Management & Territory Organization

SKILLS

- Microsoft Office (Word, Excel, PowerPoint)
- CRM & Reporting Basics
- Professional Ethics & Compliance Awareness

LANGUAGES

Arabic – Native | English – Fluent | French – Fluent