


# NURWAFIQAH BINTI ABD WAHID

Bussiness & Clinical Associates



 Johor Bharu

 014-3869795

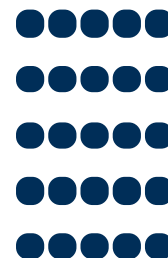
 iqah\_wahid@yahoo.co  
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Highly motivated and Experienced Medical Representative with proven history of working in pharmaceuticals and medical device industry. Multitasks and prioritizes workloads with little or no supervision. Detail-oriented professional looking to bring medical background and team-building skills to deadline-driven environment.



## Skills

- MS Office
- MS Power Point
- Adobe 7
- SPSS
- Driving License D



## Work history

### ● Bussiness & Clinical Associates

*CIMED HEALTHCARE SDN BHD, Johor Bahru, Johor, Malaysia*

- Medical device company
- Making sales calls, detailing product to Orthopaedic surgeons in government and private hospitals.
- Promoting medical device products such as hyaluronic acid(HA) injection for Osteoarthritis patient, regenerative and cartilage repair products.
- Grow the territory with targeted approach and generate new user
- Assist and advice surgeons for product's optimal usage during procedure at designated facility, such as operation theatre, ward, etc.
- Remind existing surgeon to continuously using the products.
- Development excellent relationship with surgeon

### 2024 Achievement

- Total sales performance: 150%
- 1st Runner Up Bussiness & Clinical Associates
- Top HA portfolio achiever

2019-03 - Current

2016-09 - 2019-02

- 4 Months MTD Champions
- 2 Quarters QTD Champions

## Product Specialist

KALBE MALAYSIA SDN BHD, Johor Bahru

- Pharmaceutical company
- Making sales calls, detailing product to dietitian, endocrinologist and physician in government and hospitals.
- Promoting nutritional milk for diabetic patient.
- Execute Proper Implementation of Promotional plan according to the guidelines.
- Ensure effective and efficient coverage of all potential customers according to the strategic plan.
- Manage the relationship/ negotiate business with decision maker at the hospital.
- Give talk (continue medical education) to allied medical professional (doctors/nurses/dietician) about the product.

2015-09 - 2016-09

## Nutritionist

FARMASI MURNI MARKETING SDN BHD, Kluang, Johor

- Provide nutrition consultation and advise customer's inquiries.
- Design nutrition care plan by assessing customers nutritional needs.
- Conduct, prepare health seminars/ product presentations to customers and articles for marketing materials.
- Conduct health screening (uric acid, fat, cholesterol, blood pressure, and blood glucose).
- Prescribe medicine when pharmacist is not available.
- Oversee the day to day operation of the retail and ensuring that it is efficiently managed in terms of sales performance, budget management and staff matters.



## Education

2015-10

### BSC. OF NUTRITION AND COMMUNITY HEALTH: NUTRITION AND COMMUNITY HEALTH

UNIVERSITI PUTRA MALAYSIA (UPM) - SELANGOR

GPA: 3.35/4.00

2011-07

### FOUNDATION IN SCIENCE

UNIVERSITI PUTRA MALAYSIA (UPM) - SELANGOR

GPA: 3.41/4.00



## Personal Qualities

- Organized
- Dedicated and multi-tasking
- Highly motivated
- Energetic
- Able to work in a team
- Concerned with quality instead of quantity
- Good in communication skills
- Good knowledge in Nutrition and Community Health field
- Willing to take new challenges in Nutrition and Community Health field