

Professional Medical Rep Diploma



About E3mel Business Medical

E3mel Business Medical is the first educational platform in the Arab world specialized in the medical field. Launched in 2019, it offers training programs tailored for graduates and professionals across various medical and scientific fields, including human medicine, veterinary medicine, sciences, cosmetics, and healthy nutrition. The courses are delivered by a distinguished team of expert doctors, pharmacists, scientists, and veterinarians with extensive experience and advanced skills.

About the Diploma

The diploma equips you with essential skills in medical sales and negotiation, handling objections, and analyzing customer behavior patterns. It also includes practical training on Microsoft Office programs, sales reporting, as well as developing your interviewing skills, time management, and stress management abilities.

The program is delivered under the supervision of a distinguished team of experts specialized in professional medical sales, ensuring a comprehensive and high-level learning experience.

Diploma Accreditations



جامعة عجمان
AJMAN UNIVERSITY



ENTREPRENEURSHIP & BUSINESS
UNIVERSITY



Who Is This Diploma For?

Quality Management Diploma for...



Employees in pharmaceutical companies who interact with healthcare professionals management systems



Fresh graduates or students aspiring to work as medical representatives



Entry-level medical representatives at the start of their career



Sales supervisors in the pharmaceutical sector



All sales professionals, especially those working in the pharmaceutical industry



Benefits to Study This Diploma with **E3mel Business Medical**

01

- ◆ Continuously updated content to keep you aligned with the latest trends in medical sales.

02

- ◆ Flexible online learning—study anytime, anywhere at your convenience

03

- ◆ Structured and time-efficient study hours to fit your personal schedule and maximize learning

04

- ◆ An accredited certificate that boosts your career opportunities and advancement potential

What Will You Gain from This Diploma?



You will master negotiation and persuasion skills while learning how to handle objections and adapt to various customer behavior patterns.

- The diploma provides full professional preparation for job interviews and CV writing.

- You will gain a solid understanding of pharmaceutical sales methodology and learn how to communicate effectively with physicians in real-world work environments.

- You will develop advanced presentation skills using PowerPoint, and learn how to create professional documents with Word and Excel.

- The program also focuses on enhancing your time management abilities and applying scientific methods to manage work-related stress.

Certificate



Upon completing all the training courses included in the Professional Medical Sales Rep Diploma, learners will receive a free accredited certificate from E3mel Business Medical.

Additionally, participants can obtain separate certificates for each individual course completed within the diploma.

Learners may also request an accredited certificate from EBU University – USA, Ajman University, and the CPD Accreditation Service, within a maximum of 90 days from the date of request.

Study Method

The program duration is 12 months, but it can be completed in a shorter time depending on the learner's pace and willingness to study multiple courses simultaneously.

The diploma consists of 12 training courses, with an assessment at the end of each course. The passing score is 50%.

If the learner does not pass the test, they can retake it one week after the first attempt.

The entire program is delivered online via the academy's platform, and upon successfully passing all courses, learners receive an accredited certificate from E3mel Business Medical.

Diploma highlights

Program Duration
12

Number of Instructors
7

Courses
12

Total Study Hours
36

Courses of the diploma and the Duration of Each Course:

Duration	Course
2:37:21	Negotiation Skills
5:53:38	Interviewing Skills and C.V Writing
3:24:02	Pharmaceutical Selling
2:09:01	Stress management
1:25:09	Microsoft Word - Basic Level
5:27:19	Presentation Skills for Pharmaceuticals
3:07:45	Medical Rep Toolbox
1:55:21	Handling Objections
3:20:17	Microsoft Excel for Medical Rep
2:24:58	Microsoft PowerPoint-Basic Level
1:44:52	Doctor Styles - Advanced
2:43:36	Time Management

ملحوظة: توقيت كل دورة تدريبية بالجدول موضح بالساعات والدقائق

Diploma Instructors



Dr. Ayman Rabie

Marketing Manager at Pharco Pharmaceuticals, certified trainer in marketing and management with an MBA from Brooklyn Academy and a Marketing Diploma from Cambridge.



Dr. Raafat Youssef

Management and Marketing Expert with a PhD from Denmark. Lecturer at AUC, the Arab Academy, and other top institutions.



Dr. Assem Abo Al-Naga

Sales and Marketing Expert with 20 years of experience in pharma across Egypt and KSA. MBA from IBSS Denmark.



Dr. Amgad Fahmy

Marketing and Sales Consultant, lecturer since 2011 at the Arab Academy and RITI, holds CIM Diploma and TOT certifications from multinational companies.

**Dr. Mostafa Nawareg**

International Marketing and Business Instructor, trained at top universities and corporations across Egypt and the GCC.

**Eng. Mena Mourad**

Microsoft Certified Trainer with over 12 years of experience training individuals and companies. Specializes in designing and delivering programs for pharmaceutical and medical sectors.

**Ahmed Farouk**

Sales Manager with 24 years of experience in training, motivating sales teams, planning strategies, and increasing revenues. Internal sales trainer across the company.



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