

Dr. AlBaraa Hamdan

Phone: +966 552771510 | Email: dr.b2r22@gmail.com

Location: Riyadh, Saudi Arabia | Nationality: Syrian

Professional Summary

Dynamic and results-driven medical sales professional with expertise in contract and tender management, dental product promotion, and supply chain oversight. Proven ability to introduce innovative medical devices to major healthcare groups, manage tenders, build strong relationships with hospitals and universities, and deliver impactful scientific presentations. Fluent in Arabic and English with advanced skills in **CRM**, ERP systems, and Microsoft Office.

Professional Experience

Medical Sales Specialist & Contract Manager

Dental Kingdom (Dental Materials – Dental Devices), Riyadh, Saudi Arabia | 2021 – 2023

- Managed medical tenders, pricing, and contract negotiations with hospitals and universities.
- Introduced an advanced medical device to the largest healthcare group in Riyadh, significantly enhancing product portfolio.
- Delivered scientific and medical support for dental materials, including presentations and product training for dentists and procurement teams.
- Prepared and followed up on price offers, leading to successful sales closures.
- Utilized Smacc, Oracle, and Odoo systems for inventory, sales tracking, and client management.

Medical Sales Specialist

Oriental Beauty (Dental Implants), Riyadh, Saudi Arabia | 2024 – 2025

- Promoted dental products to healthcare professionals across assigned territory.
- Built and maintained strong relationships with key accounts to ensure product adoption.
- Supported marketing campaigns and organized product training events.

Warehouse inventory management, order tracking and statistics related to incoming and outgoing orders

Supply Chain Coordinator

Al-Farabi College of Dentistry and Nursing, Riyadh, Saudi Arabia | 2020 – 2021

- Managed the supply chain process for student requirements.
- Coordinated procurement and delivery of essential materials and equipment.

Skills

- Dental Sales
- **Contract & Tender Management**
- Marketing Strategies
- Scientific Product Presentation
- CRM & ERP Systems (Smacc, Oracle, Odoo)
- Client Communication & Contract Closure
- Microsoft Office Suite (Word, PowerPoint, Excel)
- Languages: Arabic (Native), English (Professional)

Education

Bachelor of Dental Surgery (BDS)

Al-Farabi University, Saudi Arabia | 2020

COURSE SUPPLY CHAIN SUSTAINABILITY | 2025

OPENLEARN UNFVERESITY

Certifications & Courses

- Graduation Research: Effect of blood group on incidence of periodontal disease.
- **Infection Control Course, SCFHS.**
- Management of Calcific Canal, SCFHS.
- Smile Design Tips & Dental Photography.

Leadership & Volunteering

- Batch Leader, In-class Professor Assistant (2014 – 2017)
- GCC Oral Health Committee – 18 hours
- AR Riyadh School Oral Health Program