

Ahmed Bakrey

C O R P O R A T E M E D I C A L S E R V I C E S



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Manama, Bahrain

E D U C A T I O N

Bachelor Degree
Faculty of Arts – English Dept.
Class of 2011

Marital Status

Married and have Dependents

Military Status

Exempted

A B O U T M E

Business Development with 11 years' experience in the medical field varies from Medical devices, Consumables, Pharmaceutical and Medical Services. Last 4 years focusing on healthcare industry since my passion led me to. Fast learner with a good knowledge about the medical insurance plans and networks, With an ability to take a high level of responsibility and decisions.

E X P E R I E N C E

Business Development - Corporate Medical Services

Prime Healthcare Group LLC, Dubai from March 2018 to Feb 2022

- Managing corporate accounts for government and private sector.
- Build an Outside network for corporate accounts and working on expanding and spreading.
- Managing the medical benefits for corporate accounts.
- Managing and processing the medical claims.
- Monthly statements for corporate accounts. Non-covered services, etc..
- Insurance coordination among insurer, provider and insured members
- Obtaining long term Agreements and contracts with providers and clients*
- Orienting and presenting the insurance policy to employees
- Business to Business sales upon client database.
- Arranging, managing campaigns and events and create initiations.
- Strong tie-up with the partners.
- Providing Direct OP services on capitations modules in different industries, Construction, Aviation, etc

Area Sales Representative.

Rameda Pharmaceuticals – Cairo – 3/2017 to 9/2017

Sales Supervisor

Kemico Medical Industries – Cairo – 6/2013 to 7/2015

Sales Representative

Gene Lab Medical Laboratory – Cairo – 7/2011 to 6/2013

11 year of hands-on experience in medical field with 4 years in one of the leading medical service providers in UAE, Being a part of corporate medical services department allowed me to offer more services to our tied up clients and new clients as well.

The Services were differs from IP and OP to inhouse clinics, On-Site, Ambulance, Doctor and Nurse visit to complete healthcare management on capitation module with more than 170,000 employees in UAE provided services by 2,000 qualified medical team, technicals and administrative stuff about 2,000 manpower

A brief of the last role in Prime Healthcare Group LLC – Dubai

Corporate Sales from 2018 – 2019

With a responsibility to tie up with corporate clients on doctor and nursing visits upon client requirement and health and safety standards

Approaching outside network and working on expanding upon needs

Obtaining agreements and contracts with clients for providing services

Analyzing and being involved in Pricing

Create healthcare packages upon yearly calendar

Assistant Sales Manager from 2019 to 2020

With an added responsibility to the above that gave high levels of responsibilities and taking decisions along with managing account

Emirates Transport Company – Dubai On-Site for a contract 1 year 3 days per week

Focusing more on Big corporate accounts on capitation module and providing facilities on-site

Strong tie up with companies in different industries such like Aviation, Construction, Transportation, Logistics, etc

Ability to manage the inside & outside network for leading companies in government and private sector

Business Development 2020 – 2022

Along with the above I got a role to be business development to Primecorp Medical Centers which is responsible to manage all the tied accounts through CMS team.

Surveys, site visits, find potentials and was part of decision makers entire group.

Providing more services to tied up and new customers

Create new and different ways to provide the medical services.