RAMY MAERUF

Medical Sales Specialist | Clinical & Field Operations | Bilingual (English & Amharic)

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PROFESSIONAL SUMMARY

High-performing Healthcare Studies student and Certified Dental Assistant with strong direct-to-consumer sales, territory outreach, and supply chain fulfillment experience. Deeply familiar with clinical environments, medical product procurement, and patient workflows. Combines technical medical knowledge with field-tested objection handling and cold outreach skills to drive territory growth in medical device or pharmaceutical sales.

PROFESSIONAL EXPERIENCE

Supplier Operations Representative — ***Doorbell Health*** **June 2025 – Present**
Dallas, TX (Remote)

- **Direct Vendor Operations:** Coordinate across healthcare suppliers to ensure seamless order fulfillment, tracking high-priority shipments and resolving supply-chain bottlenecks proactively.
- **Patient Communication:** Engage 100+ patient contacts weekly, translating complex medical service workflows into clear language while overcoming client objections in real time.

Fulfillment Associate & Packaging Specialist — ***CEVA Logistics*** **Oct 2025 – Dec 2025**
Dallas-Fort Worth, TX

- **Distribution Operations:** Executed high-volume fulfillment protocols for consumer beverage lines (VPX Sports / Bang Energy), operating heat-sealing, shrink-wrap, and packaging machinery.
- **Quality Control:** Enforced strict QA protocols, conducting physical damage and seal integrity inspections to eliminate product defects before final distribution.

Door-to-Door Sales Representative — ***Glass and Stone LLC*** **Mar 2024 – Jul 2024**
Dallas-Fort Worth, TX

- **Field Prospecting:** Executed daily cold outreach pipelines, knocking 50+ doors daily to present services directly to residential decision-makers.
- **Objection Handling:** Managed real-time rejections and turned initial cold leads into booked, revenue-generating service appointments.

Coach Outreach Representative — ***MLS NEXT*** **May 2026 – Jul 2026**
Frisco, TX

- **Account Pitching:** Pitched program value propositions directly to youth soccer directors and club decision-makers, aligning solutions with team needs.

Clinical Shadowing Intern — ***Beautiful Smiles*** **May 2026 – Jul 2026**
Murphy, TX

- **Clinical Workflow Analysis:** Observed 20+ hours of patient visits to analyze how healthcare providers evaluate, select, and utilize products in-office.

EDUCATION & CREDENTIALS

Bachelor of Science in Healthcare Studies — ***University of Texas at Dallas*** **Expected May 2027**
Richardson, TX | GPA: 3.5+
Relevant Coursework: Anatomy & Physiology I & II, General Chemistry

Associate of Science — ***Dallas College (Richland)*** | **Dental Assistant Certification** — ***UT Health San Antonio*** **Aug 2023 – Dec 2025**

SKILLS & QUALIFICATIONS

Sales & Outreach: Cold Calling, Territory Prospecting, Objection Handling, Relationship Building, Vendor Relations.

Clinical & Operations: Dental Assisting, Medical Terminology, Anatomy & Physiology, Quality Control, Supply Logistics.

Additional: Freelance Modeling & Digital Branding (45K+ audience reach).

LEADERSHIP & COMMUNITY

Eritrean Muslim Community: Board & Youth Committee Member, Event Coordinator.

Project Yellow (UT Dallas): Treasurer (Budgeting & Financial Management).

Bilal Community Center: Lead Youth & Community Outreach Volunteer (12+ Years).