

CHAPTER 5: PHARMACIST CAREERS



by

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Objectives

Fast Facts about the pharmacists

Community pharmacy

Hospital pharmacy

Pharmacy factories

Clinical pharmacist

Governmental pharmacist

Research

Academic aspects

Others



Fast Facts about the pharmacists

- Number of pharmacist is about 150 000 in 2013
- 40 000 outside Egypt (mainly in Gulf area)
- 15 000 as medical rep.
- 50000 as governmental pharmacist
- 35000 free pharmacist (including 20000 above 60s years pharmacist)
- Others include pharmacy companies, clinical pharmacist, academic pharmacist)

Fast Facts about the pharmacists

- There are about 50000 pharmacy in Egypt
- Meaning that the number of available pharmacy is larger than the available free pharmacist .
- The beginning salary for pharmacist in governmental or as a pharmacy manager is about 1200 -1500 EP is
- This lead to:
- depending on unauthorized people in providing the pharmacy services causing many problems that may be fatal
- low profitability. So, Some pharmacists cancel the license for their pharmacies and travel abroad.
- It is mandatory to know other carriers in pharmacy.

Community pharmacy

Types include:

a-Independent Pharmacies:

In USA, there were 120,413 community pharmacists in the United States in 1998, up from 111,413 in 1992. Small increase means that it is not the interest of pharmacists.

in Egypt, it is still the main focus for pharmacist despite many drawbacks.

Community pharmacy

Chain pharmacy	Independent pharmacy
batch purchasing (more profitable, less drug shortage problem)	Less profitable and more drug shortage problem
low expiry drug problems	expiry drug problems
low risk of failure	failure risk
more specialization in work (central purchasing)	unavailability of well trained workers (no central purchasing)

Community pharmacy

b-Chain Pharmacies:

a group of pharmacies collected together. They require more cash and teamwork cooperation

IN USA, chain community pharmacy comprises the largest component of pharmacy practice, employing over 94,000 pharmacists. Ex: Walgreens

In KSA, it is common to find chain pharmacy ex: elnahdi , eldawaa

In Egypt, there is some examples like Ex: eltarshopy, elazaby, Seif.

Community pharmacy



Features of Community pharmacist

1. Endurance to work long hours, often standing up (**societal relation problem**)
2. Ability to handle multiple tasks and heavy workloads
3. The ability to improve the patient health (professional competence and experience, and community respect)
4. direct contact or communication with patients .

Helpful advices

1. Improve your communication skills
2. Improve your administrative skills
3. Improve your OTC ability
4. Choose the **place of your pharmacy carefully**
(>70% success of your pharmacy depend on your place)
5. Join or share in chain pharmacies (if possible, will be a must in the near future)

Hospital pharmacy

Hospital pharmacy divisions include:

- -**Inpatient** pharmacy in each floor according the specialty in large hospitals
- - **Outpatient** pharmacy for patients on discharge from hospital or for public similar to community pharmacy
- -**hospital store** division (no patient contact)

Tasks of hospital pharmacist

- Added to the common tasks for community pharmacist, hospital pharmacist can do the following:
- Unit Dose preparation for distribution
- Participating in Pharmacy and Therapeutic Committee (PTC)
- Participating in making Hospital Formulary



Features and helpful advices

- **Features:**

- The ability to improve the health patients
- direct contact or communication with patients, nurse, physician.
- Lower working hours and load than community pharmacies

- **Helpful advices:**

- Improve your communication skills
- Improve your administrative skills
- Improve your professional competence
(update H. formulary)



Pharmaceutical Industry

Pharmaceutical Industry offer many jobs to pharmacist include:

- **Research and development (R&D)center:** Formulation of new products and make any formulation changes to improve product final form (**prefer MSC or PhD in pharmaceuticals**).
- **Production:** Managing and supervising large scale production of medicines to insure good mixing, good dissolution, good packaging (only manager of production line is a pharmacist and prefer MSC in pharmaceuticals).

Pharmaceutical Industry

- **Quality control:** make quality control test to samples from product batches to ensure adherence to standards (prefer MSc of analytical chemistry).
- **Scientific advisor and trainer:** prepare material for drug presentation and respond to any scientific question about drug from physician or pharmacist (prefer MSC in pharmacology).
- **Sales:** Manage the sales process to retail pharmacy, drug stores and hospitals and make statistics (may be the manager is a pharmacist)

Features and helpful advices

Features:

1. Perform technical demands and scientific duties
2. Gain experience enable for move up the rank
3. working in a business environment (profit and target)
(not have a role in improving patient health)
4. No patient contact
5. Lower working hours

Helpful advices

Postgraduate in the recommended discipline

Improve administrative and technical (practical) skills

Marketing and Promotion

Marketing takes activity by pharmaceutical (medical) representatives.

Marketing is the link between Pharmaceutical companies and HCT

Marketing areas include:

1. To healthcare professionals,
2. To insurance and public health bodies,
3. To retail pharmacies (OTC),
4. Direct to consumer advertising.



Pharmaceutical (medical) Representative

- Medical Rep. often have a call list of about 200-300 physicians with 120-180 targets that should be visited in 2 or 3 weeks cycle.
- In Arab world, Pharmacist is involved in this activity
Bylaw, it is not allowed for anyone except the pharmacist to work in promotion in Saudi Arabia.
- In Egypt, due to **shortage in pharmacist numbers** and **instability (travelling abroad)**, scientists and veterinaries may practice this job.

Tasks of Medical Rep

- Regular visits to Physician explaining the advantages of a product
- Design of promotional aids (pens, mugs) and Providing medical samples
- Participation in conferences and Educational meeting (especially for new drugs)
- Writing reports about drug feedback for the company and marketing studies

Feature of working as a medical rep

1. No patient contact, Contact with physician (mainly), pharmacist, nurses.
2. Gain experience enable for move up the rank
3. working in a business environment (profit and target) (commercial environment not have a role in improving patient health)
4. movability (less boring, transfer from place to another)



helpful advices

- **Improve your communication skill (excellent communication skill is required)**
- **Improve interviewing skills and CV writing**
- **Improve your administrative skills (MBA degree)**
- **Good presentation skills**

