

RECRUITMENT

Our client, **A EUROPEAN PHARMACEUTICAL COMPANY**, is in the process of establishing a regional division and pharmaceutical production facility in a North African neighbouring country. It is currently seeking the services of the following personnel to support the launching and development of its operation in the territory.

GENERAL MANAGER

Reporting to Head Office, the candidate will have the overall responsibility for the implementation of Company policy and achieving Company objectives. The candidate will manage the activities and operations of the regional office, implement business plan expectations and budget forecasts and ensure effective control of the operation.

The ideal candidate should be a qualified pharmacist with over ten years senior management experience in a pharmaceutical company with manufacturing concerns. The individual should be able to maximize the potential of all personnel, achieve outstanding results in a rapidly growing market and exploit business opportunities. Superior people management skills, computer literacy, as well as the ability to communicate effectively are important for this position.

NATIONAL SALES & MARKETING MANAGER

Responsible for all sales and marketing activities, the candidate is expected to prepare and implement the marketing and sales plan as well as supervise, train and develop all members of the sales and distribution team. The candidate must also organise special events and seminars, and understand customer needs and industry trends. The candidate will also develop and standardise all related assessment tools, surveys, and customer reports to reach company objectives.

Preferably a pharmacist, with over seven years experience in a senior position in Marketing & Sales in a pharmaceutical company, the selected candidate must have a proven track record of achievement in North African markets. The ability to energise and motivate staff and to think and act strategically to achieve market leadership are important attributes for this position.

MEDICAL SALES REPRESENTATIVE

Working in a team, this candidate will professionally and ethically create, maintain, and expand sales in designated territory assignments to service the healthcare sector. The candidate will be responsible for educating and promoting the company's products to the medical sector institutions and professionals as well as for developing strong relationships with practitioners.

This position calls for a minimum of five years experience in a sales representation position for a pharmaceutical company. The skills required include persuasion, leadership, self-motivation, initiatives, ability to understand and convey complex information, computer literacy, strong customer relations and interpersonal skills. The candidate must also be committed to providing accurate, timely and high quality information. Knowledge of the Arabic language and culture are also preferred.

A package with attractive salaries and incentives, holiday and travel arrangements will be offered to the appropriate candidates.



Interested persons are requested to send an application, together with a detailed CV, by Tuesday 21st, October 2003. All applications shall be acknowledged after closing date, and treated in strictest confidence.

Please quote reference number R05609/03 on your letter or email and address to Josef Sald on the contact details below.

Regency House, 3rd Floor, Republic Str., Valletta VLT 04. Tel: 2122 0303, 2123 9683
Fax: 2124 7512 E-Mail: recruitment@miscomalta.com Website: www.miscomalta.com



Malta College
of Pharmacy Practice

c/o Department of Pharmacy
University of Malta
Msida MSD 06 • Malta
Tel: (356) 2340 2899
www.mcppnet.org

MALTA COLLEGE OF PHARMACY PRACTICE

PROFESSIONAL DEVELOPMENT PROGRAMME AUTUMN 2003

in collaboration with
Department of Pharmacy
Department of Clinical Pharmacology & Therapeutics
University of Malta



focus on
WOMEN'S HEALTH

Dear colleague,

Pharmacists in various fields of practice deal with issues relate to women's health on a daily basis. We have therefore felt it necessary to provide pharmacists with an update in this area. We intend to dedicate both this session and the next to Women's Health. We would like to emphasise that all pharmacists are eligible to become members and participate in the workshops. We welcome and encourage all pharmacists i.e. those practicing in all fields, those on a career break, those coming back from a career break, new graduates, and pharmacists with significant experience-to join us. College meetings serve both an educational experience as well as a social event. We would like to thank our eminent speakers who have kindly agreed to deliver these workshops in spite of their very hectic schedules. We would also like to thank the pharmaceutical companies for their support.

Maria Cordina B.Pharm. (Hons) Ph.D. (QUB) President Malta College of Pharmacy Practice

- Lm5 Full Member** (≥30 credits)
- Lm6 Associate Member** (< 30 credits)
- Lm6 New Member**

Cheques made payable to
Malta College of Pharmacy Practice

Booking: info@mcppnet.org
Phone: 7947 0720
2340 2899

Programme Outline

- 19 July Teachers Workshop
- 20 July Plenary Session
4 Parallel Workshops
Oral & Poster Presentations
- 21 July Plenary Session
4 Parallel Workshops
- 22 July 4 Parallel Workshops
Work in Progress Session
Poster Presentations
Networking Session
- 23 July Oral Presentations
Closing Plenary

social pharmacy
exploring
theoretical and cultural
perspectives



13th international
social pharmacy workshop
19-23 July 2004
malta

www.mcppnet.org

- preliminary programme
- keynote speakers
- workshop titles
- general information
- registration

"This meeting promises to be an excellent forum for the exchange of ideas. It will provide Maltese pharmacists with a unique opportunity to interact with pharmacists from all over the world."

THE MENSTRUAL CYCLE AND ASSOCIATED PROBLEMS

Scope

The regular menstrual cycle in a woman can suffer abnormalities under various circumstances. The commonest abnormality is that caused by Polycystic Ovarian Syndrome. Other irregular periods can be caused by various conditions ranging from Anorexia Nervosa to menopause.

Objectives

- To determine the various causes of irregular periods
- To discuss the potential problems arising from menstrual abnormalities

Delivered by

Mark P Brincat PhD (Lond), FROCG, FRCPI
Head Dept of Obstetrics and Gynaecology, St Luke's Hospital
Head Dept of Obstetrics and Gynaecology, University of Malta

Sponsored by



Date Thursday, 23 October 2003
Time 19:30 for 20:00
Venue Lecture Centre, Car Park 2 University of Malta
Book by Thursday, 16 October 2003

This workshop provides 4 credits towards the MCPP continuing education requirement.

DIABETES MELLITUS AND PREGNANCY

Scope

Diabetes, either pre-existing or developing during pregnancy, is one of the commonest problems that complicate pregnancy. It is responsible for a significant degree of maternal and fetal morbo-morbidity. The commonest form is that which develops during pregnancy, termed gestational diabetes mellitus, which accounts for about 6% of all pregnancies. While this usually presents late in pregnancy, it still presents challenges in respect to diagnosis and clinical management. A less common problem accounting for about 0.3% of the pregnant population is that of diabetes, usually type 1, presenting before the onset of pregnancy. These patients present significant problems in their management that range from preconception right through the postpartum period.

Objectives

- To outline the physiological changes that occur during pregnancy which will influence carbohydrate metabolism.
- To review the clinical problems presented by diabetes during pregnancy using Maltese outcome data.
- To discuss in a wide sense the clinical management of diabetes during pregnancy.

Delivered by

Charles Savona-Ventura
MD, DScMed, FROCG, AccrCOG, MRCPI
Consultant Obstetrician-Gynaecologist and Consultant i/c of Diabetic Pregnancy Joint Clinic, St. Luke's Hospital
Senior Lecturer, University of Malta

Date Thursday, 30 October 2003
Time 19:30 for 20:00
Venue Lecture Centre, Car Park 2 University of Malta
Book by Thursday, 23 October 2003

This workshop provides 4 credits towards the MCPP continuing education requirement.

THE ORAL CONTRACEPTIVE PILL

Scope

Apart from its obvious contraceptive use the OCP is nowadays one of the mainstays in the treatment of a vast array of gynaecological problems. One has to strike a balance between affectivity, side effects and its non-contraceptive benefits.

Objectives

- The therapeutic benefits of OCP's
- The non-contraceptive benefits
- Specific types of OCP's in relation to particular clinical conditions
- Contraindications

Delivered by

Donald Felice MD FRCOG
Consultant Obstetrician and Gynaecologist, SLH Medical School
Senior lecturer in Obstetrics and Gynaecology, University of Malta
President, The Malta College of Obstetricians and Gynaecologists

Sponsored by



Date Thursday, 06 November 2003
Time 19:30 for 20:00
Venue Lecture Centre, Car Park 2 University of Malta
Book by Thursday, 30 October 2003

This workshop provides 4 credits towards the MCPP continuing education requirement.

EARLY PREGNANCY LOSS: SPONTANEOUS AND RECURRENT

Scope

Miscarriage or early to late pregnancy loss affects anything between 15 to 20% of conceptions. Observations from assisted reproduction (IVF) indicate that the rates of natural loss may be much higher than that. Spontaneous miscarriage is commonest in the first trimester of pregnancy and over 90% of these are due to spontaneous chromosomal aberrations. This represents the largest group of patients suffering from miscarriage. Recurrent pregnancy loss affects about 1% of couples. This is higher than what would be expected by chance alone, and indicates that underlying pathology is at fault. The pharmacological aspects of treating recurrent miscarriage is hormonal, especially progesterone supplementation, and anti-coagulation in cases of anti-phospholipid antibody syndrome and the ever increasing congenital thrombophilias.

Objectives

- To give an overview of miscarriage
- To examine prescribing trends in recurrent miscarriage

Delivered by

Mr Mark Formosa MD FRCOG
Consultant Obstetrician & Gynaecologist, St Luke's Hospital
Lecturer in Obstetrics & Gynaecology, University of Malta

Sponsored by



Date Thursday, 13 November 2003
Time 19:30 for 20:00
Venue Lecture Centre, Car Park 2 University of Malta
Book by Thursday, 06 November 2003

This workshop provides 4 credits towards the MCPP continuing education requirement.

NUTRITION AND PREGNANCY

Scope

Preparation for a healthy pregnancy includes eating well throughout this special period in a woman's life. Eating for two is not necessarily a good thing and may well give rise to unnecessary complications during pregnancy.

Objectives

- To discuss the following topics:
 - Coping with common discomforts during pregnancy
 - Food safety during pregnancy
 - Expected Weight gain and healthy eating

Delivered by

Claire Sillato Copperstone
B.Pharm(Hons), M.Sc(Abdn), RPHNutr
Assistant Lecturer, University of Malta

Sponsored by



Date Thursday, 20 November 2003
Time 19:30 for 20:00
Venue Lecture Centre, Car Park 2 University of Malta
Book by Thursday, 13 November 2003

This workshop provides 4 credits towards the MCPP continuing education requirement.

GENERAL CARE OF PREGNANT WOMEN

Scope

The routine antenatal and postnatal care has undergone many changes in the last fifty years. This has led to a change in the conduct of labour and also to a reduced maternal morbidity and mortality.

Objectives

- To discuss the current standard care of pregnant women
- To discuss possible future developments in active management of labour while allowing as normal and rational an environment as possible

Delivered by

Mark P Brincat PhD (Lond), FROCG, FRCPI
Head Dept of Obstetrics and Gynaecology, St Luke's Hospital
Head Dept of Obstetrics and Gynaecology, University of Malta

Sponsored by



Date Thursday, 27 November 2003
Time 19:30 for 20:00
Venue Lecture Centre, Car Park 2 University of Malta
Book by Thursday, 20 November 2003

This workshop provides 4 credits towards the MCPP continuing education requirement.