

Khalid Jamal

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EDUCATION

Chapman University Dale E. Fowler School of Law, Orange, CA
Juris Doctor, expected May 2024

Concordia University Irvine, Irvine, CA
Bachelor of Arts, Psychology, December 2017

EXPERIENCE

Oceana Gastroenterology, Corona, CA

Marketing Manager, January 2018 – June 2019; March 2020 – June 2021

- Built relations with physicians in the region to increase patient referrals.
- Marketed practice to obtain patient referrals and drive business in the region while adhering to COVID restrictions.
- Worked in a high-pressure environment under time constraints.
- Drafted persuasive emails to various physicians.
- Identified referral leaks and promptly corrected them.
- Utilized Microsoft Excel and Microsoft Word to manage client information.
- Communicated directly with medical staff in the area.

Staples Business Advantage, La Mirada, CA

B2B Outside Sales Consultant, June 2019-February 2020

- Promoted due to early performance within two months of hiring date.
- Researched and analyzed the market within the Orange County area.
- Communicated with different departments within the company.
- Engaged in negotiations regarding product pricing.
- Drafted documents to persuade and win potential clients.
- Won clients and met a monthly quota in a highly competitive environment.
- Maintained a consistent business flow and used Microsoft Word and Microsoft Excel to organize and manage assigned territory.
- Presented product information to potential clients using Microsoft PowerPoint.
- Drafted documents which assessed client needs and proposed solutions for these needs.
- Multitasked in a high-pressure and fast-paced environment.

SCIRE-VA Hospital Long Beach, Long Beach, CA

Clinical Research Associate, August 2013- March 2016

- Promoted to paid position within three months of internship.
- Received HIPAA certification and protected patient privacy.
- Assisted in research analyzing cancer detection methods.
- Communicated process of consent to patients and their families with clarity.
- Analyzed patient medical history and identified possible complications from patient enrollment.
- Edited and drafted research publications.

ADDITIONAL INFORMATION

Language skills: Intermediate Arabic
Volunteer Work: Mary's Kitchen; Orange County Rescue Mission
Interests: Surfing, Lakers Basketball, Snowboarding