+91 997-575-5464

owais40j@yahoo.co.in 1598, Salamatpura, Bhiwandi, Mumbai, INDIA- 421302

Candidate with in-depth knowledge about operating procedures, technical details and strong negotiation skills needed for biomedical product selling, intends to work for a reputed company dealing in Biomedical sales.

May 2019 - GLOBAL MEDICARE PVT. LTD (*PRODUCT: MEDTRONIC*)

present Territory Sales Manager

Responsible for selling the products *RF & Microwave Ablation System* & *Capsule Endoscopy* Promotion of products to Doctors and corporate hospitals in assigned territory. Demonstrate the product to doctors, Negotiation of terms & prices with customers. Attend conference, to maintain & build relationship with clients, Identifying and appointing sub-dealers.

**Products**: RF & Microwave Ablation System are Big Machine, Capsule Endoscopy and Ablation system both are use consumable – Mfg by Medtronics.

Dec 2016 - SURGICAL SYSTEMS PVT LTD (*PRODUCT: OLYMPUS MEDICAL SYSTEMS*)

Apr 2019 Business Development Executive

Responsible for selling the products of Olympus Medical System (ENT, Urology, Pulmonology, Gastrointestinal, Gynecology), Promotion of products to Doctors and corporate hospitals in assigned territory. Demonstrate the product to doctors, attend surgery in OT, attend live workshop in conference, To maintain & build relationship with clients, Identifying and appointing sub- dealers.

**Products:** Endoscopy system, Endo-imaging System and Lithotripsy are Big machine. Lithotripsy use consumable. Debrider

Sep 2015 - AKAS MEDICAL

Dec 2016 Sales Cum Service Engineer

Responsible for selling the company’s products (Infusion Pumps, Patient monitors, Defab, Oxygen Concentrator) responding to clients' queries, demonstrate the product to doctors and nursing staff and providing advice and support on a range of product related issue, assigning responsibilities of preparing and delivering demonstrations and presentations of the product.

**Products:** Infusion Pumps, Patient monitors, Defab, Oxygen Concentrator

Dec 2013 - IRCA (International Risk Control Asia)

Aug 2015 Safety Engineer

Responsible for site survey for QRA, Modeling the QRA on Phast software & attend the HAZOP as scriber.

Oct 2011 - FRESENIUS KABI INDIA PVT. LTD.

Dec 2013 Sale & Service engineer

Responsible for carrying out the solution of the service problem in office or in the field and Sales the infusion pumps. Introduce the products to new hospitals. Work on the medical devices like Syringe Pumps, Infusion Pump, Feeding Pump, Cell Saver, Cell Separator and Tube Sealer. Involved to give the training and hands-on practice to Hospital’s engineers and Nursing department on.

**Products:** Syringe Pumps, Infusion Pump, Feeding Pump, Cell Saver, Cell Separator and Tube Sealer. Cell Saver and Cell Separator are big machine and both uses consumable. Feeding pump and Tube sealer both also need consumable.

Diploma in Engineering (D.E.-Electronics and Communication Engineering)

S.A.S Polytechnic, Bhiwandi (MSBTE)

H.S.C (Science with Maths)

S.A.S Jr. College, Bhiwandi (Mumbai Board)

* Skilled in detecting and fixing problems in medical/electronics equipment
* Excellent analytical and organizational skills
* Creative thinker with ability to apply logic in accomplishing tasks
* Superior interpersonal, communication and time management skills
* Ability to adjust well with peoples.
* Positive attitude able to multi task



* Microsoft Office
* AutoCAD
* CorelDRAW
* Photoshop