

## Contact Information

### Email

muneer.alsurabi@yahoo.com

### Address

Jeddah

### Phone

966 541 089 086

### Date of birth

11-01-1990

### Nationality

Yemeni

### Skills

Teamwork

Proficient in Microsoft office:  
Word, Excel & PowerPoint

Problem-Solving

Initiation

Critical thinking

strong decision maker

### Languages

English

Advanced

Arabic

Mother Tongue

# Muneer AL-Surabi, PMP®

## Biomedical Engineering

- Goal-oriented, passionate, and motivated Biomedical engineer certified by Saudi Council of Engineers, and Project Management Institute for PMP. +7 years working experience in different Biomedical Engineering fields (Sales - Marketing - Medical Project Management & Technical Support) in the healthcare industry, Specially in Cardiology Section.
- Looking forward to capitalize on my skills, experiences and intellectual curiosity by taking up a new challenge with opportunities for value addition and personal growth to deliver a superior level of healthcare services with supreme level of standards to improve the treatment method with timely manner.



## Experience:

Jeddah, KSA

April 2014 - Present

### Senior Product Specialist & Technical Support Ameesa Medical Co.

#### Cardiology Dept. (Coronary, Endovascular & Peripheral):

- Deep technical knowledge of assigned product portfolio, how it addresses customer needs, and how it compares to competitor offerings.
- In-depth understanding of the strategy and business model, medical devices industry, and competitive landscape of the customers.
- Leverage deep distributor partner knowledge to expand relationships
- Expert understanding of cardiovascular anatomy, pathology, and physiology relevant to Cardiology medical products as it relates to the business & Strict attention to detail.
- Ability to interact professionally with all organizational levels and proactively escalate issues to appropriate levels of management in the organization
- Ability to manage competing priorities in a fast-paced environment
- Coach the customers enabling them to get the maximum info about the Products and be familiar with them.

## Education & Certification:

Sana'a, Yemen

August 2009 - August 2013

August 2020 -November

2020 (Jeddah)

April 2020 - April 2020

(Jeddah)

### Bachelor Degree

University of Science and Technology (UST)

### Project Management Professional (PMP)

PROJECT MANGMENT INSTITUTE PMI

### NHCPs ACLS & PALS Recertification Course

The Postgraduate Institute for Medicine

## Achievements:

- Achieved 33% of Sales Contribution to the Total Sales in 6 Months (2019).
- Done the first case of VIV in Mitral Valve in Madinah, KSA (2021).
- Avoided penalties and mitigated contract cancelation by offering services or promotions.
- Expanded additional sales by 20% through innovative selling techniques.

