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## EDUCATION

### BS (BIOTECHNOLOGY)

From Virtual University

### DIPLOMA (LABORATORY TECHNICIAN)

Jinnah Postgraduate Medical Center

### ADSE

Aptech Learning Institute

### DIPLOMA (ONCOLOGY TECHNICIAN)

National Institute of Child Health

### INTERMEDIATE (PRE-MEDICAL)

Karachi Board | 2019

### MATRICULATION (SCIENCE)

Sindh Board | 2017

# Muhammad Umair

SALES | MARKETING | APPLICATION OFFICER

## CAREER OBJECTIVES

Self-motivated, an initiative with a high level of emergency, a results-oriented working person with sample potential for growth and accomplishment and extremely prefer to work in congenital of an esteemed and dynamic organization.

## WORK EXPERIENCE

### Sales executive | Hooraa pharma (Siemenens Healthineers) | Continue

Providing critical strategic and tactical IVD regulatory guidance that positively influences project planning & decision making globally, working on IVD instruments

### Sales, Marketing & Application officer | Global Healthcare | 04 Years

Working instruments IVD, POCT & Blood Culture (Sales, Application & Engineering on these) Present, promote and sell products/services using solid arguments to existing and prospective customers. Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.

### Regional Sales Manager | Ommedico Technology China | 06 Months

Develop and implement a comprehensive sales strategy and business plan for the assigned region, Recruit, hire, train, and mentor a team of sales representatives within the region and gather and analyse market data, competitor information, and customer feedback to adjust sales strategies as needed

### Operation Manager | Mehran Diagnostic, Ultrasound & Laboratory | 06 Months

Develop and implement a comprehensive sales strategy and business plan for the assigned region, Recruit, hire, train, and mentor a team of sales representatives within the region and gather and analyse market data, competitor information, and customer feedback to adjust sales strategies as needed

### Laboratory | Al-Mustafa Medical Center | 03 Years

### Health Awareness Seminar | Disease organ donation 19th March 2018 | 01 Day

### Lab Technician | Jinnah Postgraduate Medical Center | 2019-2020

Receive, label and analyze samples (blood, toxic, tissue, etc.)  
Design and execute laboratory testing.  
Adhere to standard procedures.

PROFESSIONAL SKILLS

M.S Word0  
M.S Power point0  
M.S Excel0  
Programming0  
Data Analyst

COMPUTER LANGUAGES

Hypertext Markup Language (HTML).0  
Java Script (JS)  
CSS

OTHER SKILL

Strong interpersonal and communication skills.0  
Strong learning and decision-making skills.0  
Strong speaking power and great ability to interact with people  
Good leadership and problem resolving skills

LANGUAGES

English  
Urdu

REFERENCES

Will be available on demand.

Histopathology | Attiya Hospital | 07 Months

Study tissue samples to screen for and diagnose disease.  
Write reports to communicate their findings to other medical personnel

Oncology Technician | National Institute Of Child Health| 01 Year

Helps administer radiation and pharmaceutical therapies to cancer patients.

Call agent | Cooperative Call Centre Nursery | 01 Year

Responsibility is to respond to incoming calls from customers to take their orders, answer questions and inquiries, provide information and handle complaints regarding the organization's products or services.

RESEARCH WORK

Research about disease organ donation. (2018)0  
Research about PCR. (2018)  
Research about Oncology disease. (2018)0  
Research about Molecular Biology, Microbiology. (2021)

PERSONAL INFORMATION

Father Name Abdul Rehman  
Domicile SINDH (KARACHI)  
Nationality Pakistani  
Religion Islam  
Marital Status Single  
Passport No AY2294391