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**Nationality:** German

## EDUCATION

11/2022 – 10/2024	Doctor of Business Administration (DBA) Swiss School of Business & Management, Geneva Study focus: <b>Leadership &amp; Change Management</b>
09/2018 – 08/2020	Master of Business Administration (MBA) FOM Hochschule für Oekonomie & Management, München Study focus: <b>Sales &amp; Entrepreneurship, Corporate strategies &amp; Finance</b>
10/2011 – 09/2013	Master of Engineering (Biomedical Engineering) Martin Luther Universität, Halle & Hochschule Anhalt, Köthen
08/2007 – 07/2011	Bachelor of Engineering (Biomedical Engineering) Gujarat University, Ahmedabad, India

## EXPERIENCE

11/2023 – Today	<b>MEDTEKRON, LLC</b> <b>Position: Founder &amp; Chief Executive Officer</b> <b>Responsibilities:</b> <ul style="list-style-type: none"><li>• Develop and implement the overall business strategy, including creating a clear vision for the company's future and guiding employees towards achieving common goals.</li><li>• Build and lead a strong and effective team, delegating tasks and responsibilities effectively and fostering a positive work culture.</li><li>• Manage finances, including making informed financial decisions, and ensuring the company's financial stability and sustainability.</li><li>• Establish and maintain partnerships and relationships with stakeholders, including customers, suppliers, and other key players in the industry.</li></ul>
08/2023 – 08/2024	<b>LGC Clinical Diagnostics</b> <b>Position: Business Development Manager, Clinical Diagnostics (Europe)</b> <b>Responsibilities:</b> <ul style="list-style-type: none"><li>• Market development for novel, first to market technologies that help clinical laboratories adopt NGS-based diagnostics for oncology, inherited diseases, and reproductive health (NIPT).</li><li>• Develop strategies and account plans to introduce and access the leading clinical laboratories and IVD manufacturers to increase sales revenue and achieve gross margin targets for the clinical genomics portfolio.</li><li>• Build customer relationships to further grow business and become proficient with all current sales and marketing tools.</li></ul>

10/2022 – 07/2023

**Integrated DNA Technologies BVBA, Germany**

**Position: Manager – Customer Success EMEA (Leadership)**

**Responsibilities:**

- Strategic Leadership overseeing employee hiring, training, evaluations, professional development, and discipline.
- Managing and Leading 3 teams: 1) Customer success team for Tier 1 EMEA Strategic Accounts, 2) Custom Project Intake responsible for facilitating the project intake for new EMEA business and drive a cross-functional team towards achievement of project outcomes is essential for success. 3) Oversee escalation activities for strategic, Tier-1 IDT & EMEA accounts.

02/2021 – 10/2022

**Integrated DNA Technologies BVBA, Germany**

**Position: Sales Manager Western & Central Germany**

**Responsibilities:**

- Independent acquisition of new customers, further development of existing customers
- Responsible for funnel management in the designated territory.
- Research and organize quantitative data and information to implement effective sales strategy.
- Maintain and further develop business partnerships with major B2B customers, and when applicable, assist with strategic problem solving with the assistance of customer service.

12/2020 – 02/2021

**ThermoFisher Scientific, Darmstadt, Germany.**

**Position: Engineer II, Field Service, South Germany.**

**Responsibilities:**

- Installation, maintenance, and repair of analytical systems at universities/university hospitals, laboratories, and industrial customers.

09/2020 – 12/2020

was Looking for a new opportunity.

03/2020 – 08/2020

**VWR International GmbH, Ismaning, Germany**

**Position: Account Manager**

**Responsibilities:**

- Independent acquisition of new customers, further development of existing customers
- Sales Pipeline Management and Achievement of sales targets

07/2019 – 02/2020

**ThermoFisher Scientific, Darmstadt, Germany.**

**Position: Engineer II, Field Service, South Germany.**

**Responsibilities:**

- Installation, maintenance, and repair of analytical systems at universities/university hospitals, laboratories, and industrial customers.

01/2019 – 06/2019

**Dr. Sennewald Medizintechnik GmbH, Munich, Germany.**

**Position: Service Engineer.**

**Responsibilities:**

- Installation, maintenance, and repair of chemotherapy and regional hyperthermia instruments at Cancer Hospitals and private cancer institutes.
- 09/2017 – 12/2018
- bioMerieux Deutschland GmbH**, Nürtingen, Germany.  
**Position: Field System Engineer South Germany.**  
**Responsibilities:**
- Installation, maintenance, and repair of diagnostic systems at universities/university hospitals, laboratories, and industrial customers.
- 10/2016 – 08/2017
- HD Medi B.V.**, 8218 Lelystad, Netherland.  
**Position: International Field Service Engineer.**  
**Responsibilities:**
- Installation, maintenance, and repair of the HD Medi picking and packaging machines in hospitals and in large customers in Germany, Switzerland and Austria.
- 10/2013 – 09/2016
- SOMNOMedics GmbH**, 97236 Randersacker, Germany.  
**Position: Production, Electronic and Service Engineer.**  
**Responsibilities:**
- Maintenance and Repair of SOMNOMedics Sleep-Diagnostic devices and Accessories.
- 01/2011 – 06/2011
- Care Meditek Pvt. Ltd.** Ahmedabad, India.  
**Position: Sales and Service Engineer (Team-Leader)**  
**Responsibilities:**
- Sales, Maintenance and Repair of Multipara monitors, ECGs and Anesthesia machines(Siemens, Dräger,...).

## KNOWLEDGE AND SKILLS

**Languages:** English, German, Hindi, Gujarati