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**Professional Experience**



**Nexeo Solutions June 2014– Present**

**Sales Account Manager Carteret, New Jersey**

* Manage a territory within 75 mile radius of Middlesex county (NJ) to ensure consistent market penetration in line with the strategic goals
* Target Cosmetic companies, Dermatologists and Research Labs by cultivating prospects using online databases, company websites, social media, mobile phone applications, and professional networking events
* Discover the COIs of companies through discovery meetings and build strong relationships with COIs by providing excellent customer service, quick response time, and high level of professionalism
* Introduce new materials to clients, provide in-service on the utilization, and continued support for new applications
* Negotiate prices, delivery, terms of sales, and quotes. Communicate orders to customer service reps for entry
* Maintain call data of an average of 15 dials / 3 hours of talk time daily to prospective clients

*Accomplishments*

* Met 102% quota in Q4 2014
* Sold $150,000 worth Chemicals and Equipments in 2014
* 6 times Employee of the month (Aug ’14, Sep ’14, Oct ’14, Dec ’14, Feb ’15)
* Zero to 110 new accounts within 9 months of employment
* Top 5 Sales Rep (out of 25) in Cosmetic Chemicals Sales Department

**Morristown Medical Center August 2009- June 2014**

**Unit Representative Morristown, New Jersey**

* Resolved patient issues by working side by side with physicians and nurses to ensure diagnostic tests were done in a timely manner to prevent delays in patient care and discharge
* Followed HIPPA and OSHA laws to protect patient’s confidential information
* Primary point of communication between all departments of the hospital, patients, physicians, nurses, and patient’s family members

**Mobile Solutions June 2006 – August 2009**

**Storefront Manager West Nyack, New York**

* Managed a team of five employees, interviewed, hired and trained all five
* Exceeded sales quotas in opening new lines of service for T-Mobile consistently for two years (started as a sales representative, promoted to management within one month of employment after being awarded for having the highest number of sales in the nation)
* Helped launch a new location in Palisades Center in West Nyack in October 2007

**Ramapo College of New Jersey August 2010 – June 2014**

**Research Analyst – Under Supervision of Dr. Robert Mentore Mahwah, New Jersey**

* Studied the non-covalent interactions between acrylic polymers by comparing the effect of side-chain length and compression speed to find the best polymer suitable for use as a coating for medical implants
* Performed complex data analysis and presented findings at Ramapo College of NJ, St. John’s University, and Fairleigh Dickinson University
* Directed staff of four research associates to resolve issues, track timeline, and facilitate meeting submission deadlines

**Leaderships/Memberships/ Skills**

* Sales Skills: B2B Sales, Strategic Planning, Territory Management and planning, ROI Strategies, Cold Calling, Market development, Presentation, Negotiation and Solution agreement, Chemical Sales, Pipeline management, Communication, Leadership and coordination, Multilingual (Hindi, Urdu, Persian, Dari, Pashto, Arabic)
* Ramapo College of New Jersey -Vice President and International Relations Chair 2011 - 2014
* Ramapo College of New Jersey - Association of Chemistry Students - Public Relations and Secretary 2012 - 2014
* Ramapo College of New Jersey Journal Club – 2013 – 2014, Hospital Elderly Life Program (H.E.L.P) - 2012 - 2014
* Upward Bound Program – 2014 - Present
* Extensive knowledge of Microsoft Office (Word, Excel, PowerPoint, Access, Outlook, Publisher, Project, Visio), Microsoft SharePoint, Bioinformatics tools, Vector NTI, NCBI Database, 3D Protein Modeling, Macintosh, Adobe Acrobat X Pro

**Education**



**Ramapo College of New Jersey**  Mahwah, New Jersey Bachelor of Science in Biochemistry GPA: 3.542 Graduated