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**PROFILE**

Multi-Role Bio Medical Engineering / Business Development / Healthcare Informatics Professional. A Graduate Electrical Engineer with more than 24 years of working experience in the field of Healthcare Equipment Sales & Service and Healthcare IT Informatics. I have also worked in the field of General IT as executive and managerial positions. I have a strong history of working long hours if required to meet deadlines. Have the capacity to work solo if need. Moreover I can work as a positive contributing team player.

**Key strengths:**

* Business Communication
* Healthcare Informatics
* Healthcare Consultancy
* Cloud Computing
* General IT
* Radiology
* Presentation
* Training
* Graphic Design
* Technical Selling
* Team Management
* Service Management

**KEY ACHIEVEMENTS**

* In EGS (in 1989), undertook a major exercise of a complete analysis of profitability of the service department covering six branches of the company with data taken from engineers service reports. A total of about 5000 service reports were analysed and as a result a complete report was prepared to determine the profitability and forecast future requirement of the service department.

* In SCA (in 1993), installed the first ever refurbished CAT Scan in the country. This CAT Scan was installed was installed in the private sector hospital and completed successfully.
* In XTECH (in 1994), installed the first ever refurbished MRI Scanner in the country. This MRI was installed was installed in the private sector hospital and completed successfully.
* In GWT (in 2006), finalized a complete turnkey project to establish a dental school. The scope included dental units, teaching units, workstations, Imaging units, other lab units and Software for Dental Management. Total Value of the project was around 3 Million Dirhams.
* In GWT (in 2013), finalized a major PC maintenance with desktop support and managed services with the vendor. The contract was renewed with new solutions and products. This initiative saved the group more than 1.1 Million Dirham

**EMPLOYMENT EXPERIENCE**

**Gulf & World Traders, Dubai, UAE. Feb 99 – to date**

A Medical Equipment Sales & Service Company. The pioneering biomedical equipment company representing more than 70 international manufacturers from around the globe.

**Product Specialist- Radiology** (1999-2002)

* Responsible for sales & service of Radiology products.
* Sold and installed ultrasound equipment.
* Also handled the Lithotripters.

**Product Specialist- Dentistry** (2002-2004)

* Responsible for sales & service of Dental equipment.
* Sold and installed Dental units and Panoramic X-ray units.

**Application Specialist** (2004-2008)

* Responsible for the Application demonstration, training of Ultrasound equipment, Healthcare IT Products like PACS/RIS and Dental Practice Management Software.

**IT Development Manager** (2008-2011)

* Heading a team for the support of IT solutions of GWT
* Responsible for IT requirement of GWT
* Some marketing activity also covered

**IT Manager & IT Healthcare Team Leader** (2011-todate)

In addition to IT support also heading a team of Sales & Service personnel responsible for selling and supporting Healthcare IT products like IT informatics products and hardware.

**XTECH, Pakistan Dec 94 – Dec 98**

A Medical Equipment Service Company primarily engaged in service of Healthcare products undertaking third party service contracts and installation and commissioning services.

**Senior Manager**

* Joined the company in the initial stage and contributed in its growth.
* Responsibilities included business development and maintenance of high-end equipment.
* Responsible for training and development of new engineers.
* Worked as service engineer on high-end medical equipment.
* Installed the first-ever used MRI in Pakistan and maintained it.
* Installed a number of CAT scanners and maintained them on sites located in and out of town.
* Installed the first ever refurbished Angiography machine in Pakistan.

Average uptime of all equipment under maintenance was 95%

**Southern CATS Asia, Pakistan Mar 93 – Dec 94**

A Medical Equipment Service Company primarily engaged in Pre-owned and refurbished Radiology products.

**Customer Support Engineer**

* Installed the first used CT Scanner in the country.
* Maintained and repaired to component level equipment.
* Looked after accounts and general administration.
* Maintained the CAT Scanner with an uptime of more than 97.3% against local standard of 90%.

**EGS Pvt Ltd., Pakistan Jul 89 – Dec 92**

A Computer Sales & Service Company

**Staff Engineer (1989-2001),**

* Anticipating future field requirements in terms of backup equipment, staffing, logistics, training, and overall development of service department, keeping in view the changing technologies and state of competition.
* Forecasting, cost control and suggesting means of effective and efficient service with minimum cost.

**Field Service Manager (2001-2002)**

* Lead a team 10 field service engineers

Reduced the overall expenditure of Service Department thereby increasing the profitability by 20%.

**EDUCATION & PROFESSIONAL TRAINING**

BSc. Electrical Engineering NWFP Engineering University in 1989

(Electrical Engineer with communication specialization)

Higher Secondary Certificate (HSC) Peshawar Board in 1984

Secondary School Certificate (SSC) Peshawar Board in 1982

**2013** Leadership & Team Building Training conducted by Institute of Sales & Marketing in Dubai.

**2010** Technical training on Use, Installation and selling of MIPS LIS in Ghent, Belgium.

**2009** Technical training on Use, Installation and selling of Datasel HIS in Ankara, Turkey.

**2009** Technical training on Use, Installation and selling of Invitec IMS in Duisberg, Germany.

**2008** Technical training on Use, Installation and selling of Dental Software in Egypt.

**2006** Technical training on Service & Application of PACS & RIS of Millenmed in Cairo, Egypt.

**2006** Technical training on Installation and troubleshooting Dental Software of Kodak in Dubai.

**2005** Technical training on Use, Installation and selling of Trophy H/W & S/W at Dubai, UAE.

**2005** Technical Training on Product & Service of Ultrasonix Ultrasound Units in Dubai.

**2004** Technical training on Use, Installation and selling of Dental Software of Kodak in Dubai.

**2004** Technical Sales training on A-Dec 500 Dental Units in Bahrain.

**2004** Advanced Technical training on Millentech range of products for PACS in Cairo, Egypt.

**2004** Technical training on Use, Installation and selling of Orthodontist Software in Dubai.

**2003** Technical training on products for Digitization of Imaging modalities, in Cairo, Egypt.

**1999** Technical training on Hitachi EUB 8000 at Hitachi Factory in Kashiwa, Japan.

**1999** Technical training on Mammography systems at Instrumentarium factory in Finland.

**1999** Technical training on C-Arm X-Ray systems at Instrumentarium factory at Tuusuls Finland.

**1999** Sales training on Hitachi Medical range of products at Hitachi factory in Kashiwa Japan.

**1999** Sales training on Lithotripter at Dornier factory in Weissling, Munich Germany.

**1994** Installation and maintenance of Technicare CAT Scanners from SCI, California, USA.

**1994** Installation and maintenance of Resonex MRI from Resonex factory in California, USA.

**1993** Installation and maintenance of GE CAT Scanners from SCI Ontario, California, USA.

**1991** Development Course for Managers from PIM in Karachi, Pakistan.

**SEMINARS AND EXHIBITIONS ATTENDED**

* Seminars on Radiology and Neurosurgery.
* Arab Health 1998 – 2014 as exhibitor
* AEEDC Dental exhibition 1999-2014 as exhibitor
* Hospital Build Exhibition 2010-2012 as Exhibitor
* Medica in Dusseldorf Germany, 2012 as Exhibitor
* Diabetics Conference, 2011 in Dubai as Exhibitor
* ADA Conference & Exhibition on Diabetics, 2011 in Dubai as Exhibitor
* Cloud Conference, 2010 in Dubai as Speaker
* IBM conventions and seminars.
* Apple computer orientation seminar.

**PROFESSIONAL MEMBERSHIPS**

Member, Pakistan Engineering Council

**INTERESTS**

* Photography,
* Reading,
* Writing,