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| **Alhmouz** | | |
| **Summary** | Fifteen Years of experience for both Sales and Engineering in UAE  Demonstrated achiever with knowledge of national/international markets,  Trained in a demanding professional environment to perform well  Standards while working under pressure. Extensive training, including  knowledge of multiple networking environments and business software  packages.  Possessing a proven aptitude for problem solving, with the ability to learn and  implement new information.  Highly motivated and energetic sales with excellent marketing and business  development skills  Experience of managing sales and service for established new products and  improve service as well as reduce costs  Focused sales professional highly effective in establishing and maintaining  relationships with potential and existing clients | | |
| **Education** | **Diploma of medical device technology 1999- 2001**  (Palestine Polytechnic University |
|  | **Diploma of industrial Automation 1995-1997**  Palestine Polytechnic University |
|  |  |

**Career History & Accomplishments**

* *Corner for general trading company. UAE Nov 2014 - Present*

**Sales Engineer - Medical devices (LAB Division)**

Summary of duties:

- Lead and manage number of medical products   
Covering UAE , Oman , Qatar, Bahrain, Sudan , South Sudan , Chad , Eretria.

- Responsible for: Tosoh Bioscience , Biomaxema ( chemistry and hematology analyzer)

- Dieses Diagnostics, & Point of Care Devices ( breath test ,cardiac marcer reader

- Represented the company at trade fairs and exhibitions.

- Launched and distributed company product

- Regularly liaised with our suppliers to ensure the progress of existing orders

- Involved in the recording and administration of sales by forwarding reports and

* *Medical Echo Trading Company**UAE*

*Jan 2007 – Nov 2014*

**Product Technical Manager/ Technical service Engineer**

Summary of duties:

- Alfawassermann diagnostics chemistry analyzer

Tososh Bioscience. / campro scientific breath test analyzer . Dubai,

U.A.E./ GCC –ME4

* *Medical Echo Trading Company* *UA.E*

*June 2005 – Jan 2007*

**Senior Biomedical Engineer/ Technical support Department –**

**Diagnostics Division.**

Summary of duties:

**-** Alfawassermann Diagnostics

TOSOH BioScience. Dubai, U.A.E./ GCC- ME

* *Pharma service CO. UAE*

*March 2002 – May 2005*

**Sales & Service biomedical Engineer – Lab Division**

Summary of duties:

- Managing service operations, developing new policies for technical

support department.

- Attending and managing customer calls and breakdowns, Preventive maintenance.

- Perform hardware, software, mechanical and thermal calibration for lab equipment.

- Perform installation, pre-installation and technical training/ new systems.

- Managing spare part stock, service contracts and international

principals’ communications.

- Manage the refurbishing and renewing used and old systems.

- Developing current and expected customer database and insuring customer

maximum satisfaction.

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| **Courses** | | | | |
|  | * Alfawassermann Biochemistry Analyzer, Amsterdam – Netherlands.   Alfa600 (Furuno CA-400/ Analyticon Biolyzer 600/ Randox Rx Imola) - 2011   * Tosoh High Performance Liquid Chromatography (HPLC), Dubai - U.A.E.   G7, G8 HPLC. - 2011     * Tosoh Immunoassay Analyzers, Dubai – UAE.   AIA 360, AIA 600II. - 2009   * DiaSorin Diagnostics Automated Elisa Processor. Italy   ( ETI-STAR & ETI-MAX 3000 User &Application Training)- 2003   * Alfawassermann Biochemistry Analyzers, Amsterdam – Netherlands.   Ace, AceAlera, STARLYTE III,V Electrolyte Analyzer (AVL). 2002 | | | |
|  | | | | |
| **Languages**  Arabic: Mother tongue  English: Fluent | | | |

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