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| **CURRICULUM VITAE** |

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| GeorgeGeorge.363460@2freemail.com  |  |

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| **Objective:** |
| *To obtain a sales or/and technical position, where I can utilize my experience in operations, account management and implementation and improvement of customer relationship.*  |

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| **Professional Experience:** |
| **"Sales&Service at Pharmatec”** *(Beirut, Lebanon)* |  **Since November1999**  |
| ***Pharmatec*** *is a national Lebanese enterprise offering solutions for dialysis center and* ***BCT;******B****lood* ***C****omponent* ***T****echnologies: (****Dialysis*** *and* ***BCT*** *machines, mixers for dialysis solutions, water treatment, blood lines, and other disposables for the dialysis and* ***BCT*** *sector),* ***Pharmatec*** *market share was around 75% of the Lebanese market, distributors of the following brands: Cobe, Gambro, Hospal Integra,Nikiso and DWA.*  |
| **“Sales”** * Keep tracking for all customer data base.
* Follow up all customer and market needs
* Finding new customers
* Follow up competitor market status
* Report each customer visit; escalate the entire customer’s need to the management in order to fulfill his requirement.
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| **“Service ”** * Attend service calls within short periods of time, (Diagnose Problems and Repair), software and hardware update, quote and order replacement of parts as required for all dialysis machines.
* Audit and insure the availability of spare parts, perform stock inventory.
* Report each customer visit, curative, PM, Installation.
* Archive all the issued report and consolidate them in one file in order to build machine history.
* Perform training for end users and hospital’s technical team.
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| **Also in charge of the following tasks:*** Maintenance of water treatment stations.
* Mechanical installations.
* Installing dialysis mixing solutions stations.
* Electrical installations.
* Repairing electronic boards.
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| **Achievements:*** Achieved and completed the finishing of several dialysis centers in different hospitals in **Lebanon**;

 Salam Hospital, Koura Hospital, Notre Dame Maritimes Hospital, Libano Français Hospital.  (Electrical and mechanical installations, dialysis machines installation and staff training, dialysis solution , mixers installations). * Installed dialysis mixing stations including central system delivery in the following Hospitals in **Khartoum, Sudan:** Madani Hospital, Khartoum Hospital, Army Hospital, Police Hospital, Kidney Transplantation Association, Center “Iben Sina”.
* Installed water treatment DWA at Bahman hospital.

**Training:****.February 2002** Training at “Gambro” company done on the following machine;- Dialysis machine (AK95)**.March 2002** Training at “Pharmatec” company done on the following machine:- Blood Components Separation Machine (Spectra) **.April 2002** Training at “Pharmatec” company done on the following machine:- Dialysis machine(Cobe Centry System 3)**.May 2002** Training at “Pharmatec” company done on the following machine:- Blood Components Separation Machine (Trima)**.February 2003** Training at “Gambro” company done on the following machine;- Dialysis machine (AK200)-Training done by Gambro staff**.November 2003** Training at “Pharmatec” company done on the following machine;- Cholesterol Machine(Infomed HF )**.September 2004** Training at “CK-Medizintechnik” and “Hospal” companies done on the following machines:- Dialysis Solutions MixersTraining done by CK-Medizintechnik staff - Dialysis machine (Integra)Training done by Hospal staff **“Service at GreenMed” Since July 2015** **.July 2015** Training at “Nipro Dubai” company done on the water treatment.**.November 2015** Training at “Nipro” company done on the following machine:- Dialysis machine (Surdial X)Training done by Nipro staff (Germany) **-July 2016** Training at “MAR COR PURIFICATION” on water treatment |
| **Educational Background:** |
| 2001 – 2003  | Hawaii University, Beirut**BS Computer Science** |
| 1995 – 1999 |  Lebanese Universal College (LUC), Hazmieh **Technical Diploma in Business and Computer**  |
| 1995 | Marjeyoun National College, Marjeyoun **Lebanese Baccalaureate II, Philosophy**  |

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| **Languages:** |
| Arabic and English |

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| **Computer Skills:** |
| Word, Excel, PowerPoint |