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| **CURRICULUM VITAE** |

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| George  [George.363460@2freemail.com](mailto:George.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. | | |
| **“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. | | |
| **Also in charge of the following tasks:**   * Maintenance of water treatment stations. * Mechanical installations. * Installing dialysis mixing solutions stations. * Electrical installations. * Repairing electronic boards. | | |
| **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 Mixers  Training 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 |