

**ABHIJITH**

Email: abhijith.369861@2freemail.com

 **BIOMEDICAL SERVICE ENGINEER**

To become an integral and involved member of a company in the Medical industry by contributing expertise and technical skills.

**Qualifications Summary**

* Accomplished sales and service professional in medical equipment, accomplished performance in account growth and management, Application Support, service, presentation, and implementation.
* Competitive spirit, winning attitude, strong relationship builder, able to set and implement short and long-term goals.
* High end customer relationships and technical capabilities.
* Efficient Management of all customer support & grievances and immediate remedial.

**WORK EXPERIENCE**

**K P B PILLAI PVT LTD (KARL STORZ ENDOSCOPY) –Kochi INDIA**

Role: Sales and Service Engineer

Tenure: June 2009 to May 2011

Leading Sales and Service Partner for KARL STORZ Endoscopy in South India. Company is dealing with the installation and servicing of the Karl Storz endoscopy.

**Job Responsibilities:**

* Installation, Commissioning and Maintenance of Endoscopic Equipments.
* Providing competitive customer support with the objective of maximizing customer.
* Satisfaction, enhancing service image and profitability within the frame work of corporate guidelines.
* Keep the down time less as possible.
* Maintaining good relation with customer.
* Telephonic technical support to customer with any time.
* Annual maintenance and pro-active support.

**DHABI AL KHALEEJ TRADING CO LLC - ABU DHABI UAE**

Role: Sales Executive

Tenure: February 2012 to till date

Leading group of Garments and Ministry and Oil Field equipment supply in UAE and Middle East countries.

**Job Responsibilities:**

Meeting clients, explain and convince the equipment specifications and advantages to the clients, Guided Junior employees on sales tactics, arrange business meeting, Manage end to end sales etc.

**Overall Behavioural Competence:**

* Demonstration of instruments.
* Installation and Application support to the end users.
* Preventive Maintenance and calibration.
* Service support.
* Tender preparation including specification analysis.
* Competitor comparison analysis.

**Educational Qualifications:**

* **Diploma In Engineering:** 3 Year Engineering Diploma in Medical Electronics from Department Of Technical education, Kerala in the year 2009. College: Model Poly Technic College, Vadakara.
* **Higher Secondary Education**: Passed in March-2006. School: JNM Higher Secondary school, Vadakara.

**Other Details:**

**Personal Details:**

Nationality : Indian

Date of Birth : 19th May 1988

Gender : Male

Marital Status : Single

**Languages:**

English :Fluently spoken and written

Malayalam : Native

Hindi : Spoken

**Declaration**

The above statements are true to the best of my knowledge and belief.

Date: 27-05-2017

Abu Dhabi Abhijith