**Mr Abdul Muteen Tantray**

Srinagar Jammu & Kashmir

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D.O.B: 27-06-1985

**Professional over view**

Branch Management | Service Coordinator| Relationship Building

**Organizational Scan**

* **Started my career with one of the reputed company Aroma surgical as Service engineer. (2008-09)**

**Significant Accomplishments**

Dealing with reputed hospital in j&k
checking the maintenance of radiant warmers

Installation of radiant warmers
providing the presentation and demo’s to the client

* **Worked as sales executive in the Hans-raj-sons which is reputed dealer of Philips industries (2009-012)**

**Significant Accomplishments**

Dealing with reputed clients of Hans -Raj –Sons

Installation of the high value products such as colour Doppler, ECG machines, oxygen concentrator etc.

Providing training to the reputed clients of the organisation

* **Worked as Sales manager in the Pushp surgical house which is reputed dealer of BPL medical technology private limited (2012-2017)**
* **Worked as Manager in Al Ateeq Traders (2017-2019)**
* **Working as Sales Business Executive in Wellesta Healthcare Pvt ltd.**
* **Wellesta Healthcare Pvt ltd is Sales partner of Wipro GE Healthcare Pvt ltd (03/03/2019 to 30/10/2020)**
* **Presently working as Sales specialist in Genworks Health care Pvt limited from 1/11/2020**

**Significant Accomplishments**

* Dealing with reputed private hospitals and diagnostic centres in j&k and Ladakh.
* Installation of the high value products such as Aesthesia works station, ECG Machines, Holter, ambulatory bp,tmt, patient monitors, radiant warmers, foetal monitors, ventilators
* Effectively formulating short term goals to complete overall monthly target of my team

Successful in maintaining strong relationship with clients

* Ability to communicate and negotiate well with the high value clients with main focus on relationship building.
* Providing the roadmap to the team to complete our branch target
* Develop and train the team by helping then in some accompanied calls
* Working from last 12yr from this territory having good relation with the costumers.

**Academic Credentials**

* 10+2 through candid higher secondary
* 3 Year Diploma through Royal Polytechnic College

**Previous Projects & Internships**

* Training with Philips on the colour Doppler and Respironics in Delhi .
* **Product Training with GE Health care on the ECG machine,holter,tmt, ambulatory monitor, radiant warmer, foetal monitoring ,anaesthesia workstation & Ventilators**
* Intern in medical electronics in royal polytechnic Srinagar

**Workshops/Seminars/ Certifications**

Attended medical fair at pragati maiden Delhi

Attending seminar in S.K.I.M.S in Srinagar

Working in Bathinda,ludiyana during training

**Achievements**

* Branch head in Pushp surgical house which is reputed dealer of BPL medical technology private limited
* Maximum market reach in the valley