



# AYOOB K U

Biomedical Engineer

## Objective:

A challenging and growth oriented position in a progressive company, where I contribute to the organization's success with my Business development and marketing skills as well as technical Skills & through my innovative ideas and desire to achieve excellence.

- Product Education and management
- Strategic planning
- Revenue Enhancement
- Problem solving
- Sales and Negotiation

## Technical Skills:

- Microsoft Office professional
- API PRO-8 (hospital inventory and maintenance management software)
- Sales and Service Logic Software
- Hands on Training for Medical Equipments

## Extra Curricular Activities:

### Arts:

- \* 2nd Position for Mime in inter university arts, CUSAT
- \* Participated in South zone university arts

### Sports:

- \* 1st position for basketball in interschool and college
- \* Participated in state level Tennikoit Tournament

## Academic Qualifications:

### **GRADUATION:**

Year of completion : 2010-2014  
Course : B-Tech in Electronics and Biomedical Engineering  
University : Cochin University of Science and technology, Model Engineering College Thrikkakara, Kerala

### **INTERMEDIATE:**

Year of completion : 2008-2010  
Institution : St. Joseph E.M.H.S. School, Thrikkakara

### **S.S.C.L:**

Year of completion : 2008/03  
Institution : St. Joseph E.M.H.S. School, Thrikkakara

Kochi, Kerala, India

 : +918129731911

 : [ayub.za20@gmail.com](mailto:ayub.za20@gmail.com)

: Valid UAE Driving License

: Valid Indian Driving License

## Personal Details:

Date of Birth : 20<sup>th</sup> May 1992

Gender : Male

Religion : Islam

Marital Status : Single

Nationality : Indian

## Residential Address:

Kadavath House, Luiz gardens, South Kalamassery, Ernakulam, Kerala India

## Personal Skills:

- ◆ Team Leadership
- ◆ Friendly & Helpful
- ◆ Pro Active
- ◆ Well Mannered | Efficient
- ◆ Ability to Adopt Environment

## Languages:

- Malayalam
- English
- Hindi
- Tamil

## Computer Skills:

Microsoft Office / In Page / GPS / Web Browsing

Work Experience

## Work Experience:

### ➤ Sales and Service Engineer

#### Healthmart LLC

07/2018- 23/2020

**Health Mart** is a supply chain management company for home care and medical equipment with a view to offer customer's complete solution to fulfill their healthcare requirements.

#### Achievements/Tasks

- Handling Physiotherapy Equipments, finding out new leads and Installation and Application, Performing Demonstration and giving training to the end users in Clinical and Technical ways
- Performing PPM and Calibration (EST) for the Equipments
- Finding out Sales as well as Service Leads.

### ➤ Sales Engineer

#### Calicut Biomedicals

12/2015-11/2017

- Calicut Biomedical is one of the Reckoned Leaders in medical equipments in Kerala, and supplies wide array of ICU, cardiology and obstetrics & gynecology equipments.

#### Achievements/Tasks

- Finding out new Leads as well as maintaining the existing clients by developing relationships. Provide Technical, Demonstration and application Training help when needed.

Contact: Adarsh - +919995965253

### ➤ Clinical Engineer - Trainee

#### Kims Hospital – Trivandrum

12/2014-12/2015

A Multispecialty Tertiary Care(450) Bed Hospital, Where a Competent Team of Specialists and Sophisticated Technology Come together to deliver High Quality medical aid

#### Achievements/Tasks

- Handling with Hospitals Medical Equipment Inventory Software's, Sorting Inventory Documents, Attending Breakdown Calls and performing PPM.

## Key Skills:

- Product Education and management
- Strategic Planning
- Revenue Enhancement
- Problem solving
- Sales and negotiation

## Area of Interest:

- Sales and Marketing (Indoor & outdoor )
- Basketball and badminton
- Watching TED Talks and Motivation Talks
- Traveling

## Declaration:

I hereby certify that the above information are true and correct according to the best of my knowledge & experience. If selected I assure that I would perform to the best of my abilities, early awaiting a Positive response.