

---

# Yunus k Ummer



Al Raffa, Dubai

yuusbinummer@gmail.com

visa status; Residential visa

0505874001, 0588950911

yunusbinummer@gmail.com

Areas OF Work: Health care sales & marketing / lab in charge / Application manager/diagnostics instruments supporter, Clinic Manager

---

## **OBJECTIVES**

More than 13 years' experience healthcare industry as a sales manager, Lab in charge, Programmer application executive, clinics in charge, purchase manager etc.

Utilize my skills and knowledge to grow professionally and intellectually in an Industry that provides me the opportunity to do so

---

## **ACADEMIC QUALIFICATIONS**

- B B A (marketing management) Gurukul University, bangloore, India.
  - B sc in medical Lab technician) ( singaniya Medical university,bangloore)
  - Plus Two (HSE) Board of Higher Secondary Examination Kerala, India
  - SSLC Secondary School Leaving Certificate Kerala, India.
- 

## **EXPERIENCES SUMMARY**

Total 9 plus years' experience in health care industry as a lab in charge ,biochemistry instrument application manage ,Diagnostics Sales Engineer also

- Experienced in biochemistry machines
  - Experienced in laboratory handling
  - Experienced in hospital in charge
  - Experienced in administrator jobs
- 

## **DUTIES ASSIGNED**

Recruiting technician, motivation them to enhance service quality

Handling a team

Ensure quality of lab report,

Achieve sales targets

Control and QC handling

Study and train to the team

Purchase necessary items quality based

---

---

Control of documents and records of the patent history.  
Data entry of the documents into the accounts department.  
Make hospital profitable

## **EDUCATIONAL PROFILE**

### **Advanced Diploma in Medical Laboratory Technologist (DMLT) Course Contains**

Laboratory ethics & management  
biochemistry  
heamatology  
blood banking  
histopathology

### **advanced certificate programmer in biochemistry application(AMC/QC)**

application in biochemistry analyzer  
calibration and standardization  
quality control and value

## **COMPUTER PROFICIENCY**

Office package : office administration  
Operating Systems : Windows XP, MS-DOS.  
Office Tools : MS Word, Excel, PowerPoint...etc

---

## **WORK EXPERIENCE**

### **Salient health care international india,Uae,Africa**

Position: SALES ENGINEER ,

#### **Job Responsibilities:**

- Sales and service
- Reagent supplier
- Laboratory setting
- Achieve sales targets
- Discover new sales ideas
- Handling team members and conduct meeting
- Group discussions
- Report to managing director
- Collect feedback from customers

### **Medilife polyclinic LLC – alqooz- al warsan**

Position: clinical manager

#### **Job Responsibilities:**

- Biochemistry tests
-

- Purchase and manage
- administration
- patients managing
- monthly wise report to directors
- new branch opening decisions

### **Apex Indian surgical hospital ethopia**

Position: administration in charge  
Ethiopia – Addis Ababa

#### **Job Responsibilities:**

- Recruiting faculty
- Students & parents handling
- New course implement
- Achieve business target
- Discover new ideas
- Handling team members and conduct meeting
- Group discussions
- Report to company
- Collect feedback from parents and students

### **PERSONAL DETAILS**

Age & DOB            37 years, 04-05-1986  
Gender                Male.  
Marital Status        married  
Nationality            India.  
Passport Details     G 9592107[22-07-2008 to18-082014]  
Languages Known    English, Malayalam, Tami l,hindi (Arabic elementary)

### **INTERESTS N HOBBIES**

Health care sales marketing, laboratory in charge/application manager

I do hereby declare that the above written particulars are true to the best of my knowledge and belief.

Place: Dubai, Abu Dhabi

**YUNUS.K.UMMER**