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Paria Gohari



Summary

Results-driven Sales Specialist with over six years of experience in laboratory equipment and consumables sales. Skilled in developing strong customer relationships, identifying client needs, and providing effective sales solutions. Holds a Bachelor's degree in Polymer Engineering and an ICDL certification. Passionate about continuous learning and eager to contribute to the medical and healthcare industry through strong communication, professionalism, and

Skills

- - Laboratory Equipment & Consumables Sales
- - Customer Relationship Management (CRM)
- - Sales & Negotiation
- - Excellent Communication & Interpersonal Skills
- - Strong Public Relations
- - Problem Solving
- - Microsoft Office (ICDL Certified)
- - Teamwork & Time Management

Education

Bachelor of Science in Polymer Engineering

Experience

Field Sales Executive

- Manage the sales of laboratory equipment, instruments, and consumables for a wide range of customers.
- Build and maintain long-term relationships with clients through effective communication and professional customer service.
- Identify customer requirements and recommend suitable products and solutions.
- Prepare quotations, follow up on orders, and provide after-sales support.
- Coordinate with suppliers and internal teams to ensure timely delivery and customer satisfaction.
- Contribute to sales growth by identifying new business opportunities and maintaining existing accounts.