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Sogand Fotovat



Summary

Laboratory Equipment Sales Specialist with over seven years of experience in the medical and laboratory equipment industry. Experienced in building strong client relationships, identifying customer needs, and providing tailored solutions. Responsible, detail-oriented, and committed to delivering high-quality service and achieving sales growth through trust and professionalism.

Skills

- Laboratory Equipment Sales
- CRM
- Negotiation
- Business Development
- Communication
- Problem Solving
- Customer Service

Education

B.Sc. Biomedical Engineering

Experience

Field Sales Executive

Tuba Negin Co. | 2022–Present

- Laboratory Equipment Sales Specialist
- Sales of laboratory equipment to hospitals and laboratories
- Client relationship and technical consultation
- Negotiation, order processing, and after-sales support

Viragen Acam Co. | 2018–2022

- Laboratory Equipment Sales Specialist
- Full sales cycle of laboratory equipment
- Customer base development and business expansion
- Achieving sales targets and customer satisfaction

Razi Hospital, Rasht | 2017–2018

- Technical Supervisor, Medical Equipment
- Medical equipment maintenance and inspection
- Coordination with technical and clinical teams