



Danial Shekarriz

Sales

London, UK

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Languages

English

English (Fluent)

Persian (Fluent)

About

Open-minded individual confident at speaking to people from different walks of life. Builds trust quickly and cultivates non-judgmental atmosphere for open communication. Excellent at record-keeping and rapport-building. Enterprising professional knowledgeable about inventory and account management with an extensive understanding of Laparoscopic instrument product sales fast learner with a commitment to efficiency and streamlining procedures for maximizing revenue. Driven sales specialist with seven years of experience in medical sales and three years in a shop. Adept at explaining purposes and closing sales quickly. Accomplished at maintaining relationships with medical professionals and keeping detailed records.

BRANDS WORKED WITH

Arad Orthopedic Industries

Ava Teb Asia

Btn (Firooz Tejarat Group)

Pars Avat Co.

Pez Online Shop

Valentino and Red Valentino (360 Talent London)

Experience

● Sales Assistant Temp

Valentino and Red Valentino (360 Talent London) | Dec 2022 - Now

Worked well with other employees to ensure smooth processes. Answered any questions regarding inventory, sales, and promotions. Supervised and help team members in sales, merchandising, and inventory control Worked well in a fast-paced environment. Adhered to all company rules and regulations.

● Sales Manager of surgery department

Btn (Firooz Tejarat Group) | Apr 2016 - May 2020

Responsibilities & Achievements I was responsible for selling medical devices and related products for laparoscopic instruments. My team members and I developed and expanded assigned territory, identifying and cultivating high value prospective clients such as surgeons and buyers in government or private hospitals. Educated customers on available processes and services to increase sales. Created strategic sales plans, designed to increase sales, customer loyalty, and market awareness. Created professional sales presentations to creatively communicate product quality and market comparisons. Planned and executed promotional expo events to increase business and sales revenues such Minimally invasive surgery congress or Arab Health expo. Boosted team morale and overall sales volume by creating incentivizing sales contests. Negotiated with vendors to provide cost-friendly contracts.

● Project Leader

Pars Avat Co. | Jul 2015 - May 2016

Responsibilities & Achievements Planning new education course for fresh graduated or some biomedical engineers of private or governmental hospital. Held weekly one-on-one meetings to review performance, set goals secured long-term accounts and provided recommendations to promote brand effectiveness and product benefits to keep communication with our members who had taken training courses with us.

● Product Marketing Manager

Ava Teb Asia | Oct 2015 - Jan 2016

Responsibilities & Achievements Targeted emails designed to increase sales by leveraging CRM data and sending them to laparoscopic surgeons. Established pricing and delivery terms based on current market trends and costs.

- **Quality Assurance Manager**

Arad Orthopedic Industries | Oct 2013 - Oct 2015

Responsibilities & Achievements Reviewed manufacturing processes and formulated strategies to improve productivity. Conducted reviews, 1:1 supervision, and performance appraisals with staff. Provided technical input into recruiting activities to drive quality hires. Kept staff ahead of policy and regulatory compliance changes through mandatory CPD training. Designed and delivered QA training for manufacturing personnel. Managed onsite testing for customers in alignment with project specifications.

- **Marketing Assistant**

Pez Online Shop | Feb 2010 - Oct 2013

Responsibilities & Achievements Tracked and scheduled social media posts. Produced analytics reports to evaluate campaign performance and customer engagement. Created innovative social media posts and schedules to drive engagement. Updated website copy to boost SEO. Implemented welcome flow and email campaigns. Worked collaboratively with vendors to complete projects according to schedule and specifications. Assisted with blog article copywriting and publishing.

Education & Training

2022 - 2023

- **London Metropolitan**

Master, International Business Management with project management

2016 - 2019

- **SRBIAU**

Master, Biomedical engineering

2011 - 2016

- **IAUM**

Bachelor, Bachelor of Engineering in Biomedical Engineering