

Tosif Amin Shaikh

Nationality: Indian

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Date of Birth: 09/July/2000

PROFILE

Results-oriented B2B Medical Sales Executive with over 5 years of experience in selling diagnostic kits, laboratory equipment, and healthcare solutions to clinics, hospitals, and laboratories. Skilled in building long-term relationships with medical professionals, understanding client requirements, and delivering customized product solutions. Proficient in lead generation, product demonstration, after-sales support, and territory development. Adept in Excel, CRM tools, and sales reporting.

Educational Qualification

2024-2025 Post Graduation	MSBTE Apex Institute, pangri	-- %
2019 – 2022 BSC MLT	Yashwantrao Chavan Maharashtra University Dhanvantari Medical Collage	78.73 %
2017 – 2018 HSC	Maharashtra State Board Shree. Chatrapti Shivaji Maharaj Collage	59.38 %
2015 – 2016 SSC	Maharashtra State Board Chatrapti Shivaji Maharaj Collage	74.00 %

WORK EXPERIENCE

07/2019 –12/2024
Nashik Road

Lab Technician & MR

Shree Sanakalp Hospital / Diagnocare Clinical Laboratory

- * Sold diagnostic kits, lab instruments, and consumables to B2B clients including doctors and diagnostic labs.
- * Demonstrated equipment use and provided technical training to clients.
- * Maintained follow-ups and converted inquiries into successful sales closures.
- * Coordinated with procurement and lab teams for smooth order delivery.
- * Built a referral network through quality service and trust-based client relations.

04/2018 –05/2029

Lab Technician

Dhanwantari Hospital / Nashik

- * Performed lab sample collection and supported clinical testing.
- * Maintained accurate lab records and assisted in instrument handling..

From 2024

Insurance Sales/CSC Portal

- * Sale Insurance and Other Services As a Part Time for Extra Income on Government Register Portal under Digital India Scheme.

Language Known

Read,Write Speak

Marathi

R / W / S

Hindi

R / W / S

English

R / W / S

KEY SKILLS

- Computer expertise
 - B2B Sales & Client Acquisition
 - Technical understanding of Medical & Sales Tools
 - Product Demonstration
 - Medicaid Solutions & Client Advisory
 - Verbal & Written Communication
 - Sales Target Achievement
 - Power Point
 - Microsoft Excel & PowerPoint Proficiency
 - Negotiation & Problem Solving
 - Relationship Management
 - Presentation Skills
 - Team Co-Ordination
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Professional

Excellent communication skills,
Knowledge of Excel,

Strong attention to detail,
Knowledge of medical terminology,


Proficient in Computer
Operation,
Ability to work under pressure


HOBBIES

Running 

Cycling 

Trekking 

Gym 

Math Solving 

Computer Operations 