

Amrita Kumari

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Lucknow, Uttar pradesh - 201301

Profile Summary

A dedicated and highly skilled biomedical engineer with over **five** years of experience in the healthcare industry. Specializing in the service and maintenance of life-saving medical equipment. I have successfully delivered on my commitment to maintaining the highest standards of service. My ability to conduct both clinical and technical demonstrations has allowed healthcare professionals to fully comprehend the capabilities of these life-saving devices. I thrive in high-pressure environments, excelling in crisis management and decision-making.

Key Skills

Client Engagement, PowerPoint Presentation, Adaptability, Team collaboration, Customer Relationship Management, Documentation and Reporting, Contract Management, Business Development, Quality Assurance, Inventory Management, Customer Support, Preventive maintenance, Troubleshooting, Technical Aptitude, Comprehensive testing, Repair, Installation, and Calibration.

Professional Experience

- **Senior Biomedical Engineer** Dec 2018 – Nov 2021
Ruban Patliputra hospital
— Used to deal with the equipments of Radiology (**Ultrasound, x-rays**), Critical care (**Anesthesia & Ventilator**) and the basic medical equipments and hospital furniture.
- **Application Specialist** Nov 2021 – Mar 2023
Genworks India Pvt Ltd
— Used to work on **EVA and Braster** the device for breast and cervical cancer screening.
- **Product specialist** April 2023 – July 2024
UE Lifesciences
— Is working on **iBreast Exam** the tool used for breast screening for early detection of breast cancer.
- **Marketing manager** July 2024 – till date
Medical Expert Africa
— Handling the marketing sales and service for the country – TOGO, Africa

Area of expertise

- Anesthesia Machines
- ICU Ventilators
- Infant warmer
- Central Stations
- Patient Monitors
- Cell counter
- Pendants & Medical Supply units
- Ultrasound
- Screening tools for early detection of breast and cervical cancer.
- OT light
- Modular OT (Scratch to finishing)
- Hysteroscopic solutions.

Technical Expertise:

- Providing technical support to the sales team, assisting with demonstrations, and answering questions from potential customers
- Conducting training sessions for healthcare professionals on how to properly use and maintain medical devices.
- Giving Pre-Sales & Post Sales product demonstrations on customer place of breast screening device. iBreastExam and the cervical screening device.
- Gather product specific market information from time to time.
- Conducting training and educating nurses on medical equipment through ppt and job training.
- Conducting Preventive Maintenance to ensure the continuous, optimal performance of medical

equipment.

- Utilizing my troubleshooting skills to swiftly identify and rectify technical issues, minimizing downtime.
- Proficiently handling equipment installations with precision and attention to detail.
- Conducting both clinical and technical demonstrations to effectively showcase product features and benefits
- Thoroughly testing equipment to validate functionality and safety.
- Ensuring Calibration and Validation of medical equipment to meet OEM standards.

Contract Management and Documentation:

- Managing contract renewals and warranty conversions, facilitating a seamless experience for clients.
- Handling payment processing efficiently and accurately.
- Maintaining comprehensive documentation, including IB sheets, inventory management, aging lists, daily activity sheets, collection sheets, weekly reports, dealers reporting, JE reporting, presentations, and checklists.

Account Management and Leadership:

- Taking ownership of assigned tasks with a strong sense of responsibility and accountability.
- Managing consumables and spares stock to meet targets and ensure uninterrupted operations.
- Demonstrating proficiency in financial management within the account.
- Providing training and support to colleagues to enhance their skills and product knowledge.
- Effectively supervising, coordinating, and prioritizing work assignments while evaluating the performance of junior colleagues and engineers.

Education

- **Bachelor of Technology in Biomedical engineering** from Shobhit University, from 2012 to 2016, Earned **7.1** overall CGPA.
- Completed **12th** Schooling at **Oxford Public Schools** in 2012 with **7.4** CGPA.
- Completed **10th** Schooling at **Tender heart School** in 2010 with **7.6** CGPA.

Other Interest

- Continual learning through online resources
- Engaging in Art and Craft work.

Strengths

Adaptability, Problem solving, fast paced, Strong work ethics, Teamwork, Time management, creativity, Attention to details, Customer satisfaction, technical skills.