

**Professional Strengths**

***High-energy senior level sales professional with exceptional interpersonal and communication skills and an extensive background in the following broad based competencies***

**Key Account Acquisitions  
Consultative Sales and Marketing  
Effective Time Management**

**Client Relationship Development  
Persuasive Presentation Skills  
Market Share Maximization**

**Developing OEM Customers  
Effectual Communicator  
New Business Development**

- Experience selling to Drug Discovery, Proteomics, Immunology, Cancer research and Molecular Biology marketplace.
- Demonstrated ability to promote products and develop key accounts to maximize company profits
- Proven ability to cultivate productive relationships with key decision makers and manage projects
- Excellent qualifications in strategic planning with comprehensive knowledge of the competition, emerging new technologies and project execution.
- Accelerated revenue growth by excellent negotiating skills used in customer transactions

**Employment History**

10/09 – 5/10    **SepMag Technologies**

***Business Development Manager***

***Sepmag technologies is a manufacturer of Precision Magnetophoretic Systems for Cell, protein and Nucleic Acid Separations using magnetic beads***

- Company based in Spain entering the US market for Precision Magnetophoretic Systems
- Very Optimistic Business plan for a startup company trying to penetrate the US market.
- Contract ended due to financial reasons.
- Several customers evaluating the magnetic systems. Sales orders expected with the next 3-6 months
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1/04 – 9/04    **CompuCyte Corporation**

***Area Sales Manager, Equipment Sales  
Pacific Northwest***

***CompuCyte Corporation is the manufacturer of high content, high throughput  
Laser Scanning Cytometers for cellular and molecular applications***

- Closed on 1 account considered corporate. Instrument was leased and converted it to a sale within 3 months.
- Negotiated a 3 year supply agreement for existing customer compared to standard 1 year service agreement.
- 8 Biotechnology/Pharmaceutical accounts in the pipeline for the instrument, 2 would close by 3/2005.
- Coordinating with in house application scientist and clients for feasibility studies.
- Organizing Seminars and Workshops at Academic, Pharmaceutical and Biotechnology accounts.
- Presentations to high level corporate scientists, directors of R & D and chief scientific officers.
- Demonstrations of instrument software and generating leads in my territory.

4/99 – 9/03    **Dynal Biotech Inc.**

***Key Account Sales Manager, Molecular Systems  
Pacific Northwest, Midwest USA & Western Canada***

***Dynal is the manufacturer of magnetic beads for cellular and molecular applications***

- Reviewed applicants for various positions in the company, gave recommendations for recruiting
- 2002 Sales 5% over goal, quota was at 50% over 2001. 5 year sales history of being over goal by 20-30%.
- Organize Seminars, Workshops and Product shows at Academic, Pharmaceutical and Biotech accounts.
- Prepared supply agreement, licensing agreement, material transfer agreement and confidentiality agreement.
- Work with legal departments in compiling supply agreements.

- OEM responsibilities include negotiating and generating contracts, developing Trade Agreements with manufacturers of nucleic acid diagnostic, *in vitro* diagnostic and biotech companies.
- Pioneered the start up of the sales organization in the Pacific Northwest territory.
- Participated in Market intelligence for new products, locating beta test sites at laboratories of opinion leaders.
- Presentations to high level corporate scientists & administrators, directors of R & D, purchasing agents.
- Preparing forecast, budgeting for sales and expenses, estimating revenues for potential new businesses.
- Competent with flow cytometry technology and all competing cell separation technology.

01/98 - 12/98 **Miltenyi Biotec Inc.** German owned. **Technical Sales Manager**

- Reviewed applicants for various positions in the company, gave recommendations for recruiting
- Handled a \$1.5 million territory (26% of the company's revenue) and exceeded quota by 27% in annual sales.
- Market research for new product launch & product pricing analysis of competition's products.

01/94 - 11/95 **Howard Hughes Medical Institute, University of Michigan** **Laboratory Manager**

- Applied Management strategies, attention to detail, reporting and meeting deadlines
- Trained postdoc fellows on giving presentation at the gastroenterology meeting
- Managed and conducted independent research projects
- Trained junior staff on various techniques in molecular and cellular biology
- Reviewed applicants for various positions in the laboratory, gave recommendations for recruiting
- Confocal microscopy, image analysis and fluorescent microscopy project leader.
- Managed a lab of 14 people.

06/88-12/93 **Meridian Instruments Inc.** **Application Scientist**

***Meridian Instruments manufactured Laser based Image analysis Instrument and Confocal Microscopes***

- Developed competitive applications in confocal microscopy with opinion leaders in academia.
- Responsible for initiating collaborations with lead scientist across the nation to develop key applications
- Co-authored several papers with well known scientist in academia, e.g. Dr. James Wilson of University of PA
- Instrumental in generating \$1.5 million in revenue by identifying potential customers and assisting them in gathering data, troubleshooting their protocols, and reviewing their shared instrument grant applications.
- Initiated the retrieval of and recovered \$0.5 million from a disgruntled customer in Spain.
- Trained international distributors and customers on the application and operation of Confocal Microscopes.
- Conducted 26, 5-day training sessions per year.
- Reviewed applicants for various positions in the company, assisted in recruiting scientific personal

01/87-06/88 **University of Michigan** **Research Associate II**

- Managed and conducted independent project studying Legionella pneumophila
- Initiated protein separation projects

01/78-12/81 **ILRAD, Nairobi, Kenya** **Research Associate II**

- Managed and conducted independent project studying Trypanosomiasis
- Studied the immunology and biochemistry of trypanosome surface antigen

01/77-12/77 **Kenyatta National Hospital, Nairobi, Kenya** **Senior Medical Technologist**

- Routine Biochemical blood testing
- Reporting results to physicians in a timely manner

01/75-12/76 **Salim Laboratory, Karachi, Pakistan** **Medical Technologist II**

- Routine Biochemical blood testing
- Reporting results to physicians in a timely manner

## Formal Education

**MS Microbiology**

1982-1985

**University of Massachusetts, Amherst**

**Amherst, MA**

GPA: 3.7

**BS Biochemistry**

1970-1974

**University of Karachi,**

**Karachi, Pakistan**

GPA: 4.0

## Miscellaneous Sales Training/Techniques/Philosophies

- Strategic Selling, Diagnostic Selling, Conceptual selling, Mastering the Complex Sale and Cold Calling Techniques.
- Extensive use of the internet and scientific meeting attendees and speakers to develop leads.
- Networking workshop, Negotiating contracts and Time Management.
- Key Account Management Training.
- Computer software application training.

## Laboratory Techniques

Image Analysis

Fluorescence Microscopy

Cloning DNA Libraries

cDNA Library synthesis

Flow Cytometry

Protein Purification

mRNA purification

Nucleic Acid Isolation

Magnetic Cell Separation

Plasmid Preparation

SNP's

DNA Arrays

Confocal Microscopy

PCR

DNA Sequencing

Phage Display

## Computer Literacy

- Internet, MS Word, Excel, PowerPoint, Outlook, Goldmine, Lotus Notes
- Computer driven laboratory instrumentation, image analysis software and confocal microscopy software

## Publications

- 5 Scientific papers, 9 platform presentations and 7 poster presentations at major scientific meetings
- 2 Application notes for Meridian Instruments, Okemos, MI
- Publication list available upon request