

EMAD AZGHADI

(573) 730-5253 | eazghadi1s@semo.edu | www.linkedin.com/in/emad-azghadi

PROFESSIONAL SUMMARY

Sales manager and master's student with 4+ years of experience in training and supervising sales staff. Expert in customer service and ready to represent the organization in all trade shows. Possess excellent verbal and written communication skills. Organized, energetic, resilient, and always ready to work to achieve the best contracts of purchase and sales for the organization.

EDUCATION

Southeast Missouri State University Cape Girardeau, MO
Master of Business Administration: International Business **May 2024**

Islamic Azad University Tehran, Iran
Bachelor of Science in Biomedical Engineering: Biomechanics **June 2019**

CERTIFICATIONS

- Islamic Azad University | Certificate of Training - Dental Assistant March 2022
- International Computer Driving License: Word, Access, PowerPoint, Outlook December 2020
- 3rd Degree Black Belt | Coaching Certified | Referee Certified, Wushu Federation of Iran August 2021
- IMED | Technical Supervisor of Medical Devices, Producers, and Importers November 2020

RELEVANT COURSEWORK

NOVEMBER 2015

- Installation, Commissioning, Operation, and Maintenance of Hospital and Instruments
- Installation, Commissioning, Operation, and Medical Laboratory Equipment and Instruments
- Installation, Commissioning, Operation, and Maintenance of Dentistry Laboratory Equipment and Instruments

RESEARCH

Islamic Azad University | Dr. Mohammad Nikkho Tehran, Iran
"Negative Pressure Wound Therapy" July 2018

- The aim of this project is to investigate the effect of use on the rate of infection and the rate of healing of wounds, as well as less use of antibiotics and other drugs.
- This method can be used as an auxiliary method or an alternative to surgical procedures in people whose wound treatment program has not fully responded, cannot perform surgery, and have become very disabled.

WORK EXPERIENCE

Novin Imen Kousha Arya Co. Tehran, Iran
Sales Manager **April 2018 - August 2022**

- Led, managed, and motivated a sales team of 8 people
- Developed a long-term strategy for sales of mechanical, electrical, and instrument equipment's to be used in domestic industrial projects such as petrochemical projects.
- Managed the current distributor network of the company
- Developed new accounts and territory for all products
- Participated in national and international trade shows

Atieh Negar Hasti Co. Tehran, Iran
Sales Supervisor **July 2016 - February 2018**

- Presented, promoted, and sold biomedical products and services to existing and prospective customers
- Performed cost-benefit and needs assessments of potential customers
- Established, developed, and maintained positive business and client relationships
- Expedited the resolution of customer problems and complaints
- Coordinated sales efforts with team members and other departments