

# OMIT DEBNATH

Male | 30 years old | More than 7 years of work experience | Job Intention: After-sales Technical Support/Overseas Sales & Service/Foreign Trade | Expected Salary: 20-25K  
Expected Cities: Shanghai, Shenzhen, Guangzhou, Beijing, Shandong, etc.



Insightful Person with 7+ years of Medical Equipment and Fiber Laser Industries experience, including Installation & Maintenance, After-Sales Technical Service, Marketing, and Business Development. Dedicated to customer satisfaction with focused delivery of technical solutions. Proven leader in directing operations, maintenance, and support of complex systems. Develops creative business solutions, leveraging diverse methodologies and delivering engineering solutions for leading organizations. Highly adept in requests for proposal development, technology needs assessments, and staff training.

## Contact Information

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- Jinan City, Shandong Province, China

## Core Competencies

- Installation & Maintenance
- After-Sales Technical Service
- Medical & Laser Equipment Installation
- Operations management
- Quality control guidelines
- Product Management
- Medical Equipment Training
- Troubleshooting Guide
- Equipment Inspections
- Business Development
- Client Relationships Management
- Project Management
- Vendor Management
- Distribution & Sales
- Stock & Inventory
- Documentation & Reporting

## Soft Skills

**Communication:** I can effectively communicate with team members, stakeholders, and clients to ensure clarity and understanding of project goals and requirements.

**Creativity:** I have a creative mindset and can come up with innovative solutions to problems.

## Work Experience

- Feb 2025 - Present **International After-Sales Engineer (China & Abroad: On-site, and Remote )**  
**Jinan Senfeng Laser Technology Co., Ltd. (Jinan, China)**
  - Install, commission, and provide technical support for Fiber Laser Cutting Machines, Welding Machines, and Bending Machines (Press Brakes).
  - Troubleshoot and service fiber laser sources (**Senfeng, Raycus, Max, Reci**, etc.) for clients globally, offering both on-site and remote assistance.
  - Deliver technical training to customers, ensuring optimal machine operation and maintenance.
  - Handle after-sales responsibilities across **China**, the **Middle East**, **Africa**, and **Asia**, managing client relations and resolving technical issues.
  - Work closely with international teams to ensure smooth operations and customer satisfaction.
- Oct 2023 - Sep 2024 **Overseas After-Sales Engineer (China & Abroad: On-site, and Remote )**  
**Zhejiang Reci Laser Technology Co., Ltd. (Wenling City, Taizhou City, China)**
  - Communicated directly with the sales team to identify new clients.
  - Installed air-cooled fiber laser welding machines and performed machine demonstrations.
  - Provided maintenance services and technical training for clients.
  - Visited markets and customers to address after-sales issues, deliver technical support, and ensure service quality.
  - Built strong relationships and demonstrated excellent communication skills.
- Jun 2023 - Sep 2023 **Product Specialist (On-site)**  
**Shenzhen Emperor Electronic Technology Co., Ltd. | (Shenzhen, China)**
  - I am currently employed in a dynamic role within the medical equipment and technology sector.
  - Regularly film live company tours for our clients, offering them an immersive view of our operations.
  - Conduct live demonstrations for **Ultrasound** machines, effectively showcasing the capabilities of our products(**IVD and Imaging**).
  - A significant part of my role involves providing training to both colleagues and clients
  - Responsible for creating engaging video content for our company's social media platforms, thereby enhancing our online presence.
  - Manage our company's LinkedIn and Facebook pages
  - In terms of technical skills, I am proficient in conducting ultrasound scans on various body parts, including the **Thyroid, Carotid, Liver, Kidney**, and 3 and 4 chamber views of the **Heart**. I play a crucial role in preparing technical specifications and product clarification files, ensuring comprehensive information is readily available to clients.
  - Also adept at creating impactful PowerPoint presentations for colleagues and clients
  - Additionally, prepare tender compliance sheets to ensure our company meets all necessary requirements when bidding for projects
  - As part of my responsibilities, I manage meetings and provide meeting links to colleagues.
  - Providing essential product support to both colleagues and clients, promptly addressing their needs and resolving any issues that may arise.
- Apr 2021 - Dec 2022 **Manager, Technical Support (On-site)**  
**Ribbons Ltd. | (Dhaka, Bangladesh)**
  - Responded to customer inquiries and provided after-sales installation, maintenance, and technical training for hospital staff.
  - Provided service and support for all faulty medical equipment, including **HFNC, BiPAP, Modular OT, ETT, Holter ECG, Dental Chair with Industrial Suction Machine, OT Light, OT Table, OT Pendent, Syringe Pump, Infusion Pump, Patient Monitor, RVG Sensor**, etc.
  - Provided troubleshooting guide and technical information to determine the technical requirements of our internal and external customers for the equipment over the phone or via email.
  - Conducted regular equipment inspections and preventive maintenance to ensure equipment was in good working order.
  - Acted as a team leader in group projects, delegating tasks and providing feedback.
  - Completed training programs locally and abroad to improve technical knowledge and expertise.
  - Provided technical training to our company's engineers and technicians at the office and workstation.
  - Worked flexible hours across night, weekend, and holiday shifts.

**Leadership:** I have experience in leading teams and delegating tasks to achieve project objectives efficiently.

**Adaptability:** I am flexible and can easily adapt to new situations and challenges.

**Problem-Solving:** I possess strong analytical skills and the ability to identify and solve complex problems.

**Time Management:** I am skilled in managing my time effectively, prioritizing tasks, and meeting deadlines.

**Teamwork:** I can work collaboratively with others towards a common goal, and can contribute effectively in a team environment.

## Tools & Tech

MS Office & WPS ●●●●●○

MS Visio & PPT ●●●●●○

Solid Works ●●○○○○

MATLAB/Simulink ●●●●●○

Keil uVision5 IDE ●●○○○○

PLC ●●○○○○

STM32 MCU ●●○○○○

AutoCAD Electrical ●●●○○○

Math Type ●●●●●○

Xilinx ISE ●●○○○○

CypCut ●●●●●○

## Languages

Bengali | Native ●●●●●●

English | Fluent ●●●●●○

Chinese | Conversational ●○○○○○

Hindi | Fluent ●●●●●○

## References

### 1. Professor Dr. Li ShaoFu

Professor & Supervisor

SWUST

Mail: [shaohu.li@qq.com](mailto:shaohu.li@qq.com)

China

### 2. Engineer Mr. Sonjoy Debnath

Sub-Divisional Engineer

EGCB

Mail: [sonjoydebnath@gmail.com](mailto:sonjoydebnath@gmail.com)

Bangladesh

Dec 2015 - Feb 2019

### Assistant Engineer (Service) (On-site)

**Bengal Scientific & Surgical Co. | (Dhaka, Bangladesh)**

- Successfully provided after-sales installation, maintenance, and service for **various medical equipment**, including **Ultrasonogram, X-ray, Low-temperature plasma sterilizer, Autoclave, C-arm, CR, Patient Monitor, IVD Products**, etc.
- Traveled extensively across all districts and divisions of Bangladesh to provide technical support to government and private hospitals.
- Participated in team projects and demonstrated strong collaborative and problem-solving skills.
- Completed training programs locally and abroad to improve technical knowledge and expertise.



## Educational Qualifications

Jun 2023

(Mianyang, China)

### M.Sc. in Control Science & Engineering (02 Years)

Southwest University of Science and Technology | 82.66% (Out of 100%)

Dec 2022

(Bangladesh)

### M.Sc. in Applied Physics and Electronics (01 Year)

Jahangirnagar University | CGPA: 3.70 (Out of 4)

Jun 2018

(Bangladesh)

### B.Sc. in Electrical & Electronic Engineering (3.4 Years)

Green University of Bangladesh | CGPA: 3.43 (Out of 4)

Dec 2014

(Bangladesh)

### Diploma in Electro-medical Technology (Biomedical) (04 Years)

B-Baria Government Polytechnic Institute | CGPA: 3.55 (Out of 4)



## Training

### Installation & Service Training (Fiber Laser Equipment, and Source)- 2025

Jinan Senfeng Laser Technology Co., Ltd., China (Training Location: Jinan, China)

### Technical and Product Training ( Ultrasound)- 2023

Shenzhen Emperor Electronic Technology Co., Ltd. China (Training Location: Shenzhen, China)

### Technical Service and Support Training (Fiber Laser Source)- 2023

Zhejiang Reci Laser Technology Co., Ltd., China (Training Location: Taizhou & Sanhe, China)

### Technical Service Training (Dental Equipment)- 2022

Guangdong Yinhu Medical Technology Co., Ltd., China (Training Location: Dhaka, Bangladesh)

### Operation & Service Training (Modular OT)- 2022

Medifa GmbH & Co. KG, Germany (Training Location: Dhaka, Bangladesh)

### Technical Service Training (HFNC)- 2021

BMC Medical Co., Ltd, China (Training Location: Dhaka, Bangladesh)

### Equipment Introduce Training (Controlling Equipment)- 2019

Sichuan Odot Automation System CO., Ltd., China (Training Location: Mianyang, China)

### Operation & Service Training (Laboratory Equipment)- 2018

Transasia Bio-medicals Ltd. (Erba, Germany) (Training Location: Mumbai, India)

### Installation & Service Training (C-arm X-ray)- 2017

GEMSS Healthcare Co., Ltd., Korea (Training Location: Dhaka, Bangladesh)

### Installation & Service Training (500 mA X-ray)- 2017

Bangsheng Medical Equipment (Tianjin) Co., Ltd., China (Training Location: All over Bangladesh)

### Installation & Service Training (CR & X-ray Printer)- 2017

iCRco Inc., USA & Germany (Training Location: Dhaka, Bangladesh)

### Installation & Service Training (Medical Equipment)- 2016

RENOSEM Co., Ltd., Korea (Training Location: Dhaka, Bangladesh)

### Industrial Training (Medical Equipment)- 2014

NEMEMW & TC, Dhaka, Bangladesh (Training Location: Dhaka, Bangladesh)

### Office Application- 2012

Prottasa Training Center, Bangladesh (Training Location: Bangladesh)

"I hereby declare that the details and information given above are complete and true to the best of my knowledge"

Sincerely,

OMITH DEBNATH