



Dr. Jot Jmin Keat

Clinical Marketing Manager, Asia Pacific
ZOLL Medical Corporation

Cell Number: +60182127707

Email: jminkeat@hotmail.com

Location: Petaling Jaya, Selangor, Malaysia

Experience

10+ years of total working experience

Apr 2020 - Present
(3 years 9 months)

Clinical Marketing Manager, Asia Pacific

ZOLL Medical Corporation | Selangor, Malaysia

Industry	Healthcare / Medical Devices
Specialization	Doctor
Role	Clinical / Marketing
Position Level	Manager

Location: ZOLL Medical Malaysia (July 2018 - Current)

Job Description:

1. Facilitate the direction, planning, conduct, and run clinical deployment, trainings, and development initiatives in the region.
2. Cross-functional, cross-divisional, and cross-regional coordination/implementation of regional/local product in-services, deployment trainings, clinical roadshows and workshops, supporting medical conferences, assisting in product evaluation projects, and customer meetings in pre-sales and post sales activities.
3. Provides direction on all clinical programs and initiatives for the Asia Pac region. Works closely with the Director of Asia Pac Operations on the overall clinical strategy.
4. Participates in the development of regional clinical plan in collaboration with Regulatory Affairs, Marketing, Training, Sales, and Data.
5. KOL management: Manage and communicate with KOLs to create a strong network and build long-term relationship. Coordinate with KOLs to plan and execute clinical events.
6. Product expert for AEDs, professional defibrillators, ventilators, mechanical CPR devices and clinical data management software.

Jul 2018 – Mar 2020
(1 year 9 month)

Clinical Specialist, Asia Pacific

ZOLL Medical Corporation | Selangor, Malaysia

Industry	Healthcare / Medical Devices
Specialization	Doctor
Role	Clinical / Marketing
Position Level	Specialist

Location: ZOLL Medical Malaysia (July 2018 – March 2020)

Job Description:

1. Provides direction on all clinical programs and initiatives for the Asia Pac region.
2. Works closely with the Director of Asia Pac Operations on the overall clinical strategy.
3. Assists senior management in developing Clinical functional objectives for Asia Pac countries and regions and clinical team.
4. Work closely with US clinical deployment to develop deployment modules for Asia Pac
5. Provide clinical deployment training and in-services to end customers in the region
6. Work closely with Marketing to develop clinical educational programs
7. Support sales and marketing in clinical road shows, workshops, and resuscitation pathways events
8. Support sales teams in pre/post sales meetings and presentations to end customers
9. Present clinical papers and technologies at key conferences in the region

Dec 2017 - Jun 2018
(7 months)

Remote Site Doctor

International SOS | Johor, Malaysia

Industry	Oil / Gas / Petroleum
Specialization	Doctor / Diagnosis
Role	Emergency Response / General Practitioner
Position Level	Team Leader

Location: Pengerang Integrated Complex (Petronas), Johor, Malaysia (December 2017 - June 2018)

Job Description:

1. Provide primary medical care on site to the client and agreed other parties.
2. Provide appropriate emergency medical/trauma response and care. Including the preparation and management of emergency evacuations of client personnel.
3. Provide appropriate medical and trauma care to client personnel at the Remote Site Doctoral facilities.
4. Assessment and immediate treatment of serious illness or injury including assessment, treatment, and regular follow up of all cases until there is complete resolution of the condition, the case is disembarked from the installation or when required, till a critically ill patient is delivered to receiving care in a suitable hospital.

Nov 2013 - Nov 2017
(4 years 1 month)

Medical Doctor

Ministry of Health, Malaysia | Kuala Lumpur, Malaysia

Industry	Healthcare / Medical
Specialization	Healthcare - Doctor/Diagnosis
Role	Physician/General Practitioner
Position Level	Medical Officer

Locations:

Kuala Lumpur Health Clinic / Klinik Kesihatan Kuala Lumpur, Malaysia (April 2017 to November 2017)

General Hospital Kuala Lumpur, Malaysia (February 2016 to April 2017)

Hopital Sibul, Sarawak, Malaysia (Nov 2013 to Feb 2016)

Job Description:

1. Provides both the first contact for a person with an undiagnosed health concern as well as continuing care of varied medical conditions, not limited by cause, organ system, or diagnosis.
2. Basic diagnosis and treatment of common illnesses and medical conditions, in which diagnostic techniques include interviewing the patient to collect information on the present symptoms, prior medical history and other health details, followed by a physical examination.
3. Basic diagnosis and treatment of common illnesses and medical conditions, in which diagnostic techniques include interviewing the patient to collect information on the present symptoms, prior medical history and other health details, followed by a physical examination.
4. Trained in basic medical testing, such as interpreting results of blood or other patient samples, electrocardiograms, or x-rays.
5. Trained to handle emergency situations, such as: advanced cardiac life support, trauma care such as fractures and soft tissue injuries, and management of other life-threatening situations.

Responsibilities:

1. Order, perform, and interpret tests and analyze records, reports, and examination information to diagnose patients' condition.
2. Collect, record, and maintain patient information, such as medical history, reports, and examination results.
3. Monitor patients' conditions and progress and reevaluate treatments as necessary.
4. Explain procedures and discuss test results or prescribed treatments with patients.
5. Advise patients and community members concerning diet, activity, hygiene, and disease prevention.
6. Refer patients to medical specialists or other practitioners when necessary.
7. Coordinate work with nurses, social workers, rehabilitation therapists, pharmacists, psychologists, and other health care providers.
8. Handle emergency situations, such as: advanced cardiac life support, trauma care such as fractures and soft tissue injuries, and management of other life-threatening situations.

Education

2013

First Moscow State Medical University

Bachelor's Degree in Medicine | Russia

Medical Degree (M.D.)

2006

Sunway University College

Higher Secondary/STPM/"A" Level/Pre-U in Sciences | Malaysia

Skills

Dale Carnegie High Impact Presentation
Management skills (Rapport Leadership International)
Advanced Cardiac Life Support
Basic Life Support
International Trauma Life Support
Basic Suturing

Languages

Proficiency level: 0 - Poor, 10 - Excellent

Language	Spoken	Written
English (Primary)	10	10
Mandarin Chinese	10	10
Bahasa Malaysia	10	10
Cantonese	10	10
Russian	5	5

Additional Info

Preferred Work Location Kuala Lumpur and Selangor, Malaysia. Open to working overseas.

Summary:

Dr. Jot is a medical doctor registered with the Malaysian Medical Council. Graduating with a Medical Degree (M.D.) from First Moscow State Medical University (Russia). He started his professional career serving the Ministry of Health Malaysia. He then pursued private practice with International SOS where he was the leader of a first responder team stationed in a remote construction site in Johor, Malaysia. He is trained in Basic Life Support (BLS), Advanced Cardiac Life Support (ACLS), Advanced Trauma Life Support (ATLS) and Neonatal Resuscitation Program (NRP), with experience in clinical settings providing primary medical care as well as emergency and trauma life support. Since joining ZOLL, a medical device company, he worked with industry leaders and presented in various events, workshops, and conferences around Asia Pacific, sharing his knowledge and expertise in CPR techniques and skills. He hopes to help clinicians improve clinical and survival outcomes by utilizing cutting edge technologies available to date.

Highlights:

- Excellent presentation skills
- Good communicating and people skills
- Decision-making under pressure
- Family practice professional
- Hard working
- Honest and responsible
- Passionate

About Me

Gender	Male
D.O.B.	10 May 1988
Address	7, Jalan Casuarina U17/63C, Seksyen U17, 40160 Shah Alam, Selangor Darul Ehsan, Malaysia.
Nationality	Malaysian

