

MICHAEL BOAFO

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PROFESSIONAL SUMMARY

Performance driven professional with a B.S. in Biological Sciences and 4+ years of clinical and sales experience. Proven track record in territory penetration, B2C lead generation, and knowledge of surgical environments and sterile field protocols. Seeking to leverage a clinical consultant mindset to drive growth and manage accounts.

CORE COMPETENCIES

- Sales: Territory Penetration, B2C Lead Generation, Relationship Management, CRM (Excel), Account Management.
- Clinical: Diagnostic Capital Equipment (EKG/Treadmill Stress Test), OR Protocol, Sterile Field Awareness, Electronic Medical Records (EMR).
- Medical Knowledge: Anatomy & Physiology, Cardiac Procedures (CABG/ECMO), Medical Terminology, Surgical Indications.

PROFESSIONAL EXPERIENCE

LUXEVALET (Maestro's / Bourbon & Bone) | Scottsdale, AZ Lead Valet & Logistics Coordinator | 03/2022 – Present

- Operational Efficiency: Directed parking lot logistics for high-volume, premium establishments, resulting in a 15% increase in vehicle turnover during peak hours.
- Asset Management: Managed high-value luxury vehicles with a zero-incident record by maintaining strict safety protocols and precision in fast-paced environments.

AFFILIATED CARDIOLOGISTS OF ARIZONA | Phoenix, AZ Medical Assistant/Medical receptionist | 11/2022 – 1/2026

- Technical Equipment Management: Administered 20+ treadmill stress tests and EKGs weekly, ensuring 100% technical accuracy and patient safety.
- Clinical Coordination: Acted as a clinical liaison between patients, physicians, and administrative staff to ensure seamless patient flow and doctor approvals.
- Physician Support: Optimized clinical value by performing detailed patient lifestyle assessments and medical record (EMR) accuracy during cardiac assessments.

ECO SHIELD | Nationwide Sales Representative | 02/2021 – 06/2021

- Territory Penetration: Executed independent door-to-door sales strategies in highly competitive markets (Mesa/ San Tan), converting cold leads into a robust client pipeline.
- Revenue Growth: Exceeded sales targets by establishing professional credibility and rapport with prospects, ensuring consistent contract acquisition.

GREEK MOVERS | Western United States Lead Shift Mover | 12/2018 – 12/2020

- Team Leadership: Directed and mentored teams of 1–4 personnel through complex logistics, decreasing project completion times by 10–15%.
- B2C Sales: Oversaw sales of specialized inventory while maintaining the physical stamina to transport heavy equipment.

BANNER HEALTH (via LAZ) | Phoenix, AZ Medical Transport / COVID-19 Associate | 01/2020 – 05/2020

- Hospital Support: Facilitated the secure transport of patients, clinical staff, and sensitive medical equipment within multiple fast-paced hospital environments.
 - High-Volume Logistics: Directed the development of drive-through testing centers by streamlining patient intake and medical equipment transfers to manage high-capacity clinical workflows.
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EDUCATION & CLINICAL TRAINING

ARIZONA STATE UNIVERSITY | Tempe, AZ *Bachelor of Science in Biological Sciences*

- Honors: University Grant Recipient (2018, 2021, 2022); Dean's List.

CLINICAL SHADOWING & ROTATIONS

- Surgical Observation (75+ Hours): Observed multiple Coronary Artery Bypass Grafts and open-heart surgeries, gained expertise in ECMO, sterile field protocols, and OR environments.
- Clinical Rotations (120+ Hours): Completed rotations in family Medicine and pediatrics, gaining insight into clinical workflows and physician decision making.

VOLUNTEER LEADERSHIP

- Community Outreach: Directed bi monthly food distribution for 50+ individuals by coordinating logistics for a local ministry and churches
- Event Coordination: Organized and executed a 200-person Special Events Prom for students with disabilities.