104634-CSX-5m-E-2008 Pre-sales Engineer

Holds a B. Sc. in Communications & Electronics Engineering and has over 8 years of sales or sales engineering experience in a business-to-business, large/strategic customer segment.

PERSONAL DATA

Nationality : Egyptian Gender : Female

Residence : Currently KSA

EDUCATION

B. Sc. in Communications & Electronics Engineering, Banha University,

2008

LANGUAGES

Arabic : Native Language

English : Very Good

COMPUTER SKILLS

Windows, MS Office, Internet

TRAINING COURSES AND CERTIFICATIONS

: Certified fire alarm system (Siemens) (XLS, Cerberous Pro).

: Certified in simplex.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Dec. 2009 till May 2018

Employer : Saudi Media Systems **Job title** : Pre-sales Engineer

Job Description : • Ensure proper performance and effectiveness of systems and

demonstrate adequate planning of Low Current Systems including but not limited to (Addressable & Conventional Fire Alarm, IP CCTV, Access

Control, MATV /IPTV, Intercom, Nurse Call, IP Master Clock).

 Work deals assigned to the sales team supported, prioritizing effort based on maximizing total impact on team productivity and profit, or as

directed by the sales manager.

 Proactively scope the technical solution required to address customer requirements, assess customers' met and unmet needs, and

- recommend solutions that optimize value for both the customer and the firm.
- Participate in the development of Low current systems as well as related policies and procedures.
- Supervise activities and ensures the proper implementation of the related low current systems policies and procedures.
- Evaluate Electronics / Low current suppliers' contracts.
- Ensure the regular verification, implementation, maintenance, and functionally of the low current system.
- Ensure the proper implementation of the Low current Systems to avoid and resolve any occurring problems, makes sure all backups are well protected to avoid any risks of data loss.
- Participate in the development of Low Current systems policies and procedures.
- Ability to recommend development plans for Low Current systems in order to meet the required level of efficiency.
- Can supervise and participate in the development of the Low Current system operations and procedures manuals.
- Secure input from all necessary solution stakeholders within the customer firm.
- Adapt solutions, as necessary, to ensure appropriate support.
- Coordinate closely with internal sales, sales support, and service resources to align solution design with customers' business requirements.
- Provide coaching and professional development to team member sales associates in order to enhance their product knowledge, technical acumen, and technical sales skills.
- Opportunistically pursues additional business development opportunities within customer firms. Collaborate with sales to ensure these opportunities are effectively covered and advanced.
- Monitor customer support for technical solutions proposed throughout the sales process, and alerts the sales and account teams to potential risks of deal closure.

Field of experience:

- Over 8 years of sales or sales engineering experience in a business-tobusiness, large/strategic customer segment.
- A record of achievement and technical solution expertise in a comparable sales role.
- Product certification, engineering credential, or equivalent technical credential
- Strong Written and Verbal Communication skills with the vendors and stack holders, good cooperation with the sales team and project management team.
- Very good knowledge in Morely, Notifier by Honeywell.
- Understanding of international codes and standards in the fire alarm industry (e.g. NFPA and BS) and with the local civil defense regulations.
- Worked in design and commissioning of fire detection and protection systems.