

Holds a B. Sc. in Mechatronics Engineering and has over 5 years of extensive experience as Sales Engineer at the Egyptian market. Proven track record in solving market challenges through strategic research, technical expertise, and effective negotiation. Focused on executing comprehensive sales plans and managing complex product structures to meet annual organizational targets.

PERSONAL DATA

Nationality : Egyptian
Gender : Male
Residence : Cairo

EDUCATION

- : B. Sc. in Mechatronics Engineering, Arab Academy for Science, Technology and Maritime Transport (AASTMT), 2020
- : Secondary Education: Egyptian British International Schools, 2015

LANGUAGES

Arabic : Native Language
English : Very Good
German : Fair

COMPUTER SKILLS

- : Windows, MS Office, Internet

TRAINING COURSES AND CERTIFICATIONS

- : edX Verified Certificate: Embedded Systems Essentials with Arm: Getting Started.
- : Data Analysis Challenger Track.
- : Intern in Automation Engineering, B&G Company, Giza (Jul. 2019): advanced solutions for maintaining machines at best shape.
- : Robotics Intern in Robotcraft Program, Ingeniarius Ltd (Robotics Field Research Company), Coimbra - Portugal (Jun. - Aug. 2018).
- : Intern in Mechanical Engineering, Barakat Wagen Company, Cairo (Jun./Jul. 2017): Specialized BMW vehicles maintenance.
- : Introduction to IoT (03/2020), Certified by Stamford University.
- : UWRC (10/2020), Underwater Robotics Challenge certificate of participation.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Mar. 2026 till now
Employer : Vingcard
Job title : Senior Sales Engineer
Job Description :

- Carry out all market research for all products and report to management outside Egypt.
- Set all required structures for new released products, including finding distributors and partners.
- Inquire and report about required NTRA certifications for product customs release.
- Pitch new products to customers through regular visits, seminars, and sales presentations.
- Set and maintain market insights from market shares for each product.
- Formulate and execute sales plans for new and existing products to ensure annual targets are met.
- Promote and approve new products to clients, consultants, contractors, and decision-makers.
- Collaborate with partners and distributors to ensure better market reach and expand market share.
- Maintain company needs in Egypt in all aspects.
- Construct and present monthly presentations and reports, including pipelines and sales updates, to top management.

Dates : From Feb. 2024 till Mar. 2026
Employer : Vingcard
Job title : Sales Engineer
Job Description :

- Conducted regional market research and maintained insights for the product portfolio.
- Developed structures for new product launches and identified key distribution partners.
- Formulated and executed sales plans to ensure annual targets were complied with.
- Promoted and approved new products to clients, consultants, and contractors.

Dates : From May 2021 till Feb. 2024
Employer : Engineering Systems Technology - SysTech
Job title : Sales Engineer
Job Description :

- Approached clients to generate new leads and conducted site surveys until project completion.
- Performed data analysis at the end of each year to help establish new sales plans.
- Acted as a bridge between the technical team, presales team, and clients.
- Negotiated terms when signing contracts and documented reports for won or lost projects.
- Analyzed opponent pricing and reasons for loss to help achieve better future targets.

- Coordinated with the finance team during project submittals to release checks.
- Maintained strong relations with past clients.

- Field of experience :**
- Engineering: Technical expertise applied to sales and market problem-solving.
 - Negotiation: Experienced in closing contracts and managing stakeholder terms.
 - Market Research: Specialized in market insights, competitor analysis and trend reporting.
 - Stakeholder Relations: Expert in collaborating with distributors, consultants and decision-makers.
 - Sales Strategy: Formulating and executing sales plans to ensure compliance with annual targets.
 - Business Development: Identifying distributors, generating leads and pitching products to decision-makers.