

Holds a B. Sc. in Electronics Engineering (Computers & Control Systems) and has over 12 years hands-on experience working in sales field.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 15/09/1981
Gender : Male
Marital Status : Married
Residence : Currently KSA

EDUCATION

: B. Sc. in Electronics Engineering (Computers & Control Systems), Mansoura University, 2005

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office, Internet
: ASP.NET, PHP.NET, Java, C++ and Visual Basic

TRAINING COURSES AND CERTIFICATIONS

- : "Trading with the Globe", RITI (Regional IT Institute) (Jan. 2012):
 - WTO & the Multilateral Trading System.
 - Bilateral & Regional Trade Arrangements.
 - Keep Updated.
 - Understanding Preferential Rules of Origin.
 - Egyptian Preferential Trade Agreements.
 - Dealing with Trade Barriers.
 - Applications & Case Studies.
- : "Introduction to Marketing", GTS Company (Oct. 2009):
 - How to classify your customer and how to deal with different kind of customers.
 - Different sales reports.
 - How to put a target.

- : "Presentation Skills", GTS Company (Oct. 2007):
 - Getting accounted with the presentation concept.
 - Prepare and planning a presentation.
 - Developing a presentation.
 - Get yourself prepared.
 - Delivering the presentation.
 - Live saving TIPS.
- : "Programmable Logical Controls (PLCs)", Mansoura University, 80 hours course (Dec. 2004):
 - The Architecture of Control System.
 - Programming using LADDER language (QLD).
 - Programming using Function Block Diagram language (FBD).
 - Design and Programming SCADA System.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From May 2015 till now

Employer : HARWAL GROUP - Branch of INTERPLAST Co. Ltd., KSA

Job title : Senior Sales Engineer (Electrical Products)

Job Description :

- Promoted to: KSA Sales Manager (Electrical Products) (from Feb. 2017 till now).
- Products' Focus: Wide range of Construction Materials (Cable Management Systems (PVC & uPVC) DECODUCT & Wiring Devices EDISON).
- Responsible to achieve business objectives and to bring revenue of almost SAR 50Mn annually.
- Responsible to achieve business objectives.
- Explore new business opportunities and expand market share.
- Planning and organizing work properly and respond in time/meet deadlines to furnish the required market information.
- Market visits to existing and new potential Customers.
- Product knowledge (own & competition) and Market Understanding.
- Upgrade Customer Directory and update sales related data. I.e. to maintain the proper record of all customers.
- Responsible for sales around KSA, managing a team of 10 persons.

Dates : From Jan. 2013 till May 2015

Employer : AL ABDULKARIM HOLDING, KSA

Job title : Senior Sales Engineer

Job Description :

- Responsible to achieve business objectives.
- Explore new business opportunities and expand market share.
- Planning and organizing work properly and respond in time/meet deadlines to furnish the required market information.
- Market visits to existing and new potential Customers, 60 visits planned per month and generate 10% new inquiries.
- Product knowledge (own & competition) and Market Understanding.
- Upgrade Customer Directory and update sales related data i.e. to maintain the proper record of all customers.
- Responsible for the area of "Riyadh".

Dates : From Jun. 2011 till Dec. 2012
Employer : WIKA near East Ltd. – Cairo, Egypt
Job title : Sales Engineer
Job Description :

- Instrumentation (Pressure Measurement, Temperature Measurement, Level Measurement & Calibration Equipments).
- Responsible to achieve business objectives and to bring revenue of almost EGP 3Mn annually.
- Explore new business opportunities and expand market share.
- Preparing & introducing presentations about products and help the client to find suitable solutions.
- Market visits to existing and new potential Customers, 60 visits planned per month.
- Product knowledge (own & competition) and Market Understanding.
- Upgrade Customer Directory and update sales related data i.e. to maintain the proper record of all customers.
- Responsible for the area of "Cairo & Giza".

Dates : From Jan. 2009 till May 2011
Employer : KARL STORZ – Cairo, Egypt
Job title : Sales Engineer
Job Description :

- (Remote Visual Inspection (RVI) Equipments) "Endoscopy" which is considered the most effective NDT techniques.
- To maintain existing customers' accounts and responsible for creating new business opportunities.
- Prepare Technical & Commercial Proposals for Clients.
- Actively involve in performing sales calls as well as on-site visits to find best solution for clients.
- Providing technical support to customers in association with technical department.

Dates : From Jan. 2006 till Dec. 2008
Employer : GTS (Global Technical Services) – Cairo, Egypt
Job title : Sales Engineer
Job Description :

- Providing Automation Solutions by the following Control Systems: DCS "YOKOGAWA" (Centum-CS3000), SAFETY "YOKOGAWA" (Pro-Safe PLC, "Pro-Safe" RS), PLC "SCHNEIDER".
- To maintain existing customers' accounts and responsible for creating new business opportunities.
- Prepare Technical & Commercial Proposals for Clients.
- Actively involve in performing sales calls as well as on-site visits to find best solution for clients.
- Providing technical support to customers in association with technical department.
- Preparing & introducing presentations about products and help the client to find suitable solutions.
- Contact foreign & local Instrumentation Suppliers.

Field of experience :

- Proven top performing as a Sales Engineer for more than 12 years.
- Trained and implemented particularly Business Development and Sales Management Techniques.

- Effective communication skills developed one-on-one contacts with internal and external customers.
- Good Planning, Close follow up ability, Conclude sales deals and maintain good relation with customers.
- Good Presentation skills, strong convincing power, Tough negotiations and a great team player.