

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.