



Eng. Khaled Mamdouh Almostafa Almashhour

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<u>Profile:</u>	Handling all projects business and sales for MV & LV Scope i.e. Low Voltage Switchgear Systems & Materials including Low Voltage Panel Boards, Busways, Transformers, Automatic Transfer Switches, Package Substations, Unit Substations, Power Factor Correction Panels, etc.) in the assigned region, work widely with different levels of Electro-Mechanical (MEP) contractors, consultants, and end users on all project leads, providing all necessary technical supports in variety options offered. Meeting the annual targets and objectives in Saudi Arabia's Eastern Region.
<u>Objective:</u>	Utilizing and enhancing my skills through a big organization which encourages continuous education and development of its employees, and through which I can interact and work efficiently in a dynamic environment to prove myself and give all my knowledge and experiences to serve the organization.
<u>Education:</u>	BSc. in Electrical Engineer, Faculty of Electrical Engineering, Damascus University, Syria, 2008. Master of Business Administration, Smart Intl College, London, 2021.
<u>Experience:</u>	<ul style="list-style-type: none">• Site Engineer in Electrical Works Est Form 2009 – 2010. (Jeddah).• Estimation Engineer in Power Center Factory From 2010 – 2012. (Riyadh).• Estimation Team Leader in Power Center Factory From 2012-2015. (Riyadh).• Project Sales Engineer in Electric House Est From 2015-2017. (Eastern Region).• Senior Sales Engineer in Electric House Est From 2018-2019. (Eastern Region).• Sales Account Manager in East & West Factory From March 2019 Until Now. (Eastern Region).

Responsibilities:

- Responsible for achieving the sales targets set to achieve the strategic goals of the company.
- Within the assigned area of responsibility, support all facets of the partnership with assigned contractors, consultants, and end users.
- Weekly client visits and routine report preparation.
- Experience in sales and business development in the Saudi market.
- Follow up with customer, negotiation and closing sales by agreeing terms and conditions.
- Order handling, cost, and sales analysis solve customer problems & after sales support.
- Develop strong relationship with customers by exploring clients need and offering details about products.
- Starting a business relationship with new customers in the segments of the market.
- Managing the development and expansion of pipeline project is stable.
- Enable in the execution of marketing and development strategies devised by management.
- An understanding of intelligence the marketing, trends, competitors' moves and actions, SWOT analysis, and market drivers are all things you should be aware of with product growth and business development.
- Submit the necessary reports required requested by the administration within the specified deadlines, and Adhere to company policies, guidelines, and instructions.
- Performing any tasks assigned to him by the management necessary to meet job requirements.
- Meeting regular sales targets.

<p><u>Internal Coordination & Communication.</u></p>	<ul style="list-style-type: none"> • Coordinate with Team Planning, Product Management and Design Team to Ensure Achieving Target Delivery Time. • Channelize and highlight market – specific product portfolio requirements to the relevant internal stakeholders.
<p><u>Summary Experience Skills gained:</u></p>	<ul style="list-style-type: none"> • Good communication and Presentation Skills. • Sales experience in the market. • Able to learn quickly. • Leadership abilities. • Excellent harmony with Teamwork. • Hard worker and Capable of working under pressure • Promotion for all various products.
<p><u>Languages:</u></p>	<ul style="list-style-type: none"> • Arabic: Mother Tongue. • English: Very Good command of English both written and spoken.
<p><u>Personal Information:</u></p>	<ul style="list-style-type: none"> • Date of Birth : 01/01/1985. • Nationality : Syrian. • Marital Status : Married. • Iqama : Transferable.
<p><u>References:</u></p>	<ul style="list-style-type: none"> • Available upon Request.