

RESUME

Hamdan Mahmoud Abu Jazar

Personal Information:

- Date of Birth: December 21st, 1984.
- Gender: Male.
- Nationality: Jordanian.
- Profession: Mechanical Engineer.
- Social Status: Married.
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 - Dammam, KSA.

Objective:

My objective is to obtain a job that can utilize my knowledge and abilities with a well-reputed and respected company that can offer me the environment in which I can make use of my experience to build and produce.

Education:

B. Sc. In Mechanical Engineering, Mut'ah University (Jordan), 2002-2007.

Skills:

- Excellent computer user.
- Self-motivation and problem management.
- Excellent team player and enjoying teamwork.
- Creative and self-learning.
- Strong searching skills.
- Ability to work under pressure.
- Strong organization skills

Languages:

- Arabic: Mother Tongue
Excellent (reading, writing and speaking).
- English:
Excellent (reading, writing and speaking).

Software Literature:

- Windows OS (98, XP, Vista & Windows 7).
- Microsoft Office 2000-2010 Applications (Word, Excel, Power Point...etc.).
- ASHRAE PSYCHROMETRIC CHART software.
- Carrier E20-II (HAP 4.3) software for cooling & heating load calculation.
- Autocad 2D.
- Duct sizing, pipe sizing, pump selection & calculation, power generation calculation ... etc. Software's.
- HVAC selection Software.
- SAP (Systems, Applications & Products in Data Processing).

Training & Professional Courses:

- Training course in Alasalah Electro mechanics Co, November, 2007.
- Heating Load Calculation course (design), May, 2008.
- Ductwork Design course.
- Business Language (English) course, level II.
- LG MULTI-V Design Course.
- Training Course in SAP System using in ATC Training Center ,Riyadh (September, 2010)
- Advanced Selling Skills course. MEIRC Training & Consulting, DUBAI (July, 2012).
- Training Course in SKM Head Office for selection software (Oct, 2014).

Experiences:

1. Senior Sales Engineer: SKM Air-conditioning Equipment LLC, KSA. from March, 2013 till Now.

Key Duties & Responsibilities:

- **Searching for new clients who could benefit from our products in a designated region**
- Travelling to visit potential clients
- **Establishing new, and maintaining existing, relationships with customers**
- **Managing and interpreting customer requirements**
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations
- **Negotiating tender and contract terms**
- **Negotiating and closing sales by agreeing terms and conditions**
- Offering after-sales support services
- Administering client accounts
- **Analyzing costs and sales**
- **Preparing reports for head office**
- **Meeting regular sales targets**
- Recording and maintaining client contact data
- Co-ordination sales projects
- Supporting marketing by attending trade shows, conferences and other marketing events
- **Making technical presentations and demonstrating how a product will meet client needs**
- Providing pre-sales technical assistance and product education

- Liaising with other members of the sales team and other technical experts
- **Solving client problems**
- **Helping in the design of custom-made products**
- **Providing training and producing support material for the sales team.**

Accomplishments:

- **Secure Approvals for SKM Equipment with :**

Royal Commission in Jubail & Yanbu (RC).
 Saline Water Conversion Company (SWCC).
 ARAMCO (Business Park -Dhahran , Ras Tanura West Pier, Main Admin. BLDG -Dhahran...etc).
 Saudi electricity Company (SEC).
 The National Guards (NG).
 King Fahad university of petroleum and Minerals (KFUPM).
 RED SEA development Co.
 King Faisal University (KFU).

- **Open new account with big clients in KSA :**

AL SHARQAWI Contracting Co.
 AL KIFAH Contracting Co.
 AL RUSHAID Construction Co.
 GULF Cooperation Symbols contracting.
 Faisal Electromechanical Co.
 Saudi Aircon Co.
 Siemens Contracting Ltd.
 ABB Contracting Co.
 AL FANAR Construction Co.

- **Supply equipment for Mega/Reference projects:**

SWCC partial delivery 2018,2019 with Total Value of SR 45 Million.
 ARAMCO- BLDG (2018,2019,2020) with TOTAL Value of SR 10 Million.
 SEC Substations partial delivery 2017,2018,2019 Total value of SR 50 Million.
 RC JUC - district water plant in Jubail (Airside) delivery 2018,2019.
 National Guard Schools in Eastern Area.
 Sport Halls in KFU.

- **Achievement:**

- Achieved sales for 2014 - SR 9.5 Million
- Achieved sales for 2015 - SR 20.5 Million.
- Achieved Sales for 2016 - SR 19.2 Million.
- Achieved Sales for 2017 - SR 17.3 Million.
- Achieved Sales for 2018 - SR 14.3 Million
- Achieved Sales for 2019 - SR 15.1 Million.

2. Sales Engineer: Abunayyan Trading Corporation (ATC), KSA. from July, 2010 till March, 2013 .

Key Duties & Responsibilities:

- Generating inquiries from various sources: customers, potential customers, consultants and end users, in the specific territory assigned by my Area Sales Manager.
- Raising quote requests forms to design and estimation departments based on customer's requirements/consultants drawings in order to get the project priced.
- Preparing and submitting commercial offers to customers.
- Negotiating with customers and finalizing jobs.
- Sending required documentation, signed contracts ... etc. to company's head office and coordinating between customer and head office for getting drawings' approvals and dispatching materials.
- Collection of payments and letters of credit to close the job financially.
- Assisting sales manager in preparing weekly/monthly sales/job reports.
- Collecting all possible information about competition from the market.
- Developing new market opportunities.
- Performing other administrative duties for operation as may be assigned by Sales Manager.

Accomplishments:

Secure Approvals for ATC product with:
Ministry of Military in Western Area.
General Authority of Civil Aviation (GACA)
King Abdelaziz University.
Um Al Qurrah University.
Taibah University.
Ministry of Interior.

- Open new account with big clients in KSA :

Bin Laden Group.
Krimmley Contracting Co.
GULF Group Ltd.

- Supply equipment for Mega/Reference projects:

Jeddah Ammana 2011 Total Value of SR 4.5 Million.
MOI residential compound in East Jeddah 2.5 Million.

- Achievement :

Achieved sales for 2011 - SR 6.5 Million.
Achieved Sales for 2012 - SR 7.2 Million.

ATC- Divisions/Products & Solutions:

- Water & Wastewater: - *FLYGT –ITT Industries. , FLOWSERVE Pump Division, GORMAN-RUPP Pumps. , JOHNSTON Pump, Mono Pump. . / Leroy Somer Electrical Motors. / MAGWEN Valves.*
- Power Systems. : *DIESEL GENERATOR.*
- Instrumentation & Control.
- Logistics Solutions.
- MRO (Maintenance, Repair & Operation).

3. A/C Technical Support Engineer: Alasalah Electromechanics Co. (LG Air Conditioning Systems Sole Dealer in Jordan), Amman, Jordan from December, 2007 till June, 2010

Key Duties & Responsibilities:

- Getting planning/drawings approved by authorized person (consultant, owner or end user).
- Preparing preliminary designs related to mechanical engineering functions especially HVAC systems.
- Plan and schedule activities to modify mechanical designs, prepare design criteria, provide value engineering ideas, and carry out other related electrical engineering tasks as directed.
- Draw or modify diagrams and write engineering specifications to clarify design details and functional criteria of projects.
- Prepare and study technical drawings and specifications of HVAC systems to ensure that installation and operation conform to agreed standards and requirements.
- Review final plans, specification, special conditions and agreements with the senior engineer, prior submission to engineering section's head.
- May conduct tests of mechanical equipment and material systems (Chilled Water & DX) for appropriate projects including: noise level testing, air balancing, testing and commissioning.
- Surveying sites to recommend design needs and identify problems.

- Accomplishments:

Design / Supervision/Supply equipment for Mega/Reference projects :
Union Arabic Insurance Building , Middle East University , Sadden Hotel. , AL-Samara Electric Generation Co. (Offices). , Auto Mall Building. , Zahraan Tower ,Sahara Mall. , Mecca Mall , Al-Husseiny Commercial Buildings, Al-Andalusia Villa's (Ta'ameer).

Hobbies:

- Reading.
- Self-teaching.
- Car Driving.
- Basketball.

Notes:

- Member of Saudi council of engineers.
- Member of Jordanian Engineers Association.

References:

Available upon request.