

Key Account MANAGER



+966 50 213 9915



mohammadalghazali@ymail.com



Khobar – Saudi Arabia



<https://www.linkedin.com/in/mohammadalghazali-1756aa70>

EDUCATION

Bachelor of Mechanical Engineering
*Aleppo University,
Syria - 2011*

CERTIFICATIONS

*Saudi Council of Engineering
membership*

Syrian Computer Society Certificate

*ISO 9001-2008 & ISO 9001-
2015 training Certificates*

Summary

Team Leader with over 10 years of sales experience while planning and preparing sales strategies. Passionate about achieving results and making a difference within a company by reaching targets. Extensive experience assisting in the creation, management, and execution of the trade. Dealing with various segments, and clients guide me to gain a piece of extensive knowledge, and the ability to manage accounts. Obtained a Bachelor of Mechanical Engineering in 2011.

SKILLS

- Highly focused, analyst, determined and creative
- Team player, collaborative and leadership competence.
- Administration and financial aspects.
- Communication, public speaking, and presentation techniques.
- Passion to learn about new concepts, products.
- Combine technical knowledge with sales skills to act as a primary contact.
- Negotiation with clients and vendors on budgets, timelines, and expectations.
- Experience in supply chain management.
- Self-motivating.

KEY SKILLS

Microsoft Office Suite



Financial Skills



Business Professional



Database Management



Team Leadership



Conflict Resolution



ERP System



PROFESSIONAL EXPERIENCE

- ❖ AWJ Energy L.L.C – <https://awjenergy.com/>
Key Account Manager
Khobar
From Feb 2018 to Present
 - Build up company sales, qualifications, and registrations.
 - Generate, revamp new sales and marketing strategies.
 - Conducting market research and defining targets.
 - Spotting for tenders and ongoing projects, building RFPs, calculating cost, preparing proposals, and related technical documents.
 - Promote products & services intelligence.
 - Managing and retaining relationships with stockholders.
 - Present the company's progress and business growth.
 - Logistic transportation accomplishment.

- ❖ Bandariyah International Co.- <http://bandariyah.com>
Sr. Sales Engineer
Khobar
From May 2015 to Dec 2017
 - Targeting business of:
 - Torishima Pumps Services
 - Voith
 - Forney Corporation
 - Achieving target, and securing new contracts.
 - Spreading, and reinforcing new sales and marketing strategies.
 - Introducing & demonstrating products, services, and solutions to potential clients.
 - Coordinating with clients and suppliers and maintaining good relations with them.
 - Understand competitors' sales activities and status.
 - Identifying potential customers and exploring new business opportunities, retrofit, and developing new markets.
 - Maintaining existing, long-term relationships with customers
 - Negotiating tender, contract terms, and conditions.

Registration & Qualifications



Logistics Skills



Languages

Arabic



English



- ❖ KSB Pumps Arabia Ltd. - <https://www.ksb.com/ksb-sa>
Technical Sales Engineer
Riyadh
From Aug 2012 to April 2015
 - Secure tenders & ongoing projects, RFQs, do the proper selection, prepare proposals, and other technical documents that guide the customer on the provided pump, costing, and submittal.
 - Following up with clients to get the order.
 - After-sales support for commissioning and pump spares.
 - Handle the tasks of visiting customers (contractors and consultants) to gather requirements and application of the pump.
 - Understand competitors' sales activities and status.
 - Perform responsibilities of checking systems to identify the exact requirement that will meet the application requirement.
 - Responsible for solving pump issues and upgrading spare parts by coordinating with product engineers.
 - Handle responsibilities of providing input in product development as required.
 - Invoicing and collection.

- ❖ Mahmoda Contracting –
Site Engineer
Khobar
From Nov 2011 to Aug 2012
 - Organizing materials and ensuring sites are safe
 - Preparing & checking bills and invoices generated by contractors, sub-contractors, and vendors with physical verification of quantities at the site.