

Sami Nasr

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CAREER OBJECTIVE

Business Development, Sales & marketing position with a focus on Customer care, analysis and Team Leadership.

WORK EXPERIENCE

AG GROUP, DOHA QATAR

Business Development Manager, Oct 2017 – Dec 2021

BT, Power & Security Systems: ELV, Data Centers, Generators, UPS, Fire Alarms



- Plan, develop and oversee the overall business development strategy
- Plan for company's financial success, Determine key business development KPIs
- Work with sales and marketing teams, Do a regular market research
- Attend various educational programs and conferences, Communicate with clients
- Build strong relationships with clients
- Develop sales strategy and onboard new customers, Negotiate deals
- Build strong relationships with industry professionals, competitors, vendors and other personnel
- Contribute to the reputation of the organization by entering and achieving professional awards.
- Support team members, Manage and train the business development team

ABB SAUDI ARABIA, Jeddah

Sr.Sales Engineer, Sep 2012 – Sept 2017

Power & Energy : High voltage, Switchgears, Motors



- Ensure development and early identification of business opportunities
- Collection & analysis of market information using SAP, Salesforce, Prosales, Molsize, ServIS
- Opening new channels and insuring a strong customer relationship.
- Cost calculation and preparation of technical and commercial offers for clients.
- Discussions / negotiations with clients
- Ensure continuous Status update of Project Targets
- Collaboration with inter departments and sub-suppliers to build competitive offer
- Convincing/ advising / helping Customer using our solutions with the main target to be the favorite partner of our customers.
- Develop strategies to introduce our service/product to the market.
- Play a key role in the development and execution of the overall marketing strategy, account approach and selling tactics to create new business opportunities
- Resolve issues to deal with response times from manufacturing facilities
- Develop new business accounts and maintain critical business relationships with existing accounts
- Studying and answering (submitting offers) to customer's enquiries and tenders.

- Industrial project management: Project engineering schedules and forecasts.
- Monthly project status reports and change orders.
- Monitor and Manage project execution according to project plan, budget, schedule, and scope.
- Negotiate with project stakeholders or suppliers to obtain resources or materials.
- Confer with project personnel to identify and resolve problems.
- Submit project deliverables, ensuring adherence to quality standards.
- Ensure effective engineering and Client communications.
- Monitor the performance of project team members, providing and documenting performance feedback.
- Making sure the quality standards are met

ACADEMIC STUDIES –EDUCATION BACKGROUND

2004 - 2007 : NATIONAL ENGINEERING SCHOOL, Gabes

Electrical Engineer Diploma, Jul 2007

- Electrical Engineering Study : Rotating machines, Process control, Instrumentation, Protection, Power Systems, Design
- 2006-2007: Project of the end of studies (PFE), Location: ENIG / STEG : Design and Implementation of software for network management and production Transmission of electrical energy STEG using the Java programming language
- July 2006: Engineer Workshop, Location: Groupe Chimique Tunisien (GCT), plant TSP :Automated grouping turbo-alternator
- July 2005: Industrial Training, Internship discovery of industrial environment :Groupe Chimique Tunisien

2002 - 2004 : PREPARATORY INSTITUTE FOR ENGINEERING STUDIES, NABEUL

High School, Jun 2004 : Scientific Preparatory Classes

2001 - 2002 : HOUCINE BOUZAINI SCHOOL, GAFSA

High School Diploma, Jun 2002

TRAININGS

- 11/2015: Presentation Skills, Certified, Saudi Arabia
- 11/2015 : Sales Academy, Certified, Saudi Arabia
- 02/2015: Contract Negotiations, Certified, Saudi Arabia
- 03/2014: Project management Professional PMP, trainee certified, Saudi Arabia
- 03/2013: Risk management, certified training Saudi Arabia
- 11/2012: OHSAS 1800, certified training, Saudi Arabia
- 09-10/2009: launch and start the Transfer project for Mercedes Benz in Czech Republic
- 12/2008: 6Sigma, 5S, Ishikawa, 8D
- 06/2008 Internal Audit Training, FMEA, certified training
- 04/2008: ISO TS 16949
- 09/2007: Project management

LANGUAGES

- Arabic (Native language)
- English (Fluent)
- French (Fluent)
- German (Middle)

COMPUTER TOOLS

- Salesforce, Hubspot, MS Project, SAP, Net meeting, ServIS, MS Office, MySQL, Matlab