

Mohab Hussein Ibrahime

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PERSONAL PROFILE

A self-starter who does not require or want micro-managing and who is an expert at putting together bespoke technical solutions for sophisticated customer requirements. Mohab has the right combination of lighting technical knowledge and marketing skills needed to grow sales from existing and new customers. During his career, he has gained extensive experience of sales processes, project delivery and client management. He has a real hunger to succeed and overachieve. Right now he is looking for an exciting opportunity to join a well-established and rapidly evolving company that has big plans for the foreign markets.

EDUCATION

Arab Academy for Science and Technology, B.Sc. in Electrical Engineering (2008-2013)

- **Major:** Electronics and Communication.
- **Accumulated Grade:** Good.

WORK EXPERIENCE

Senior Sales Engineer – Orchid for lighting (Jan 2021 – present)

- Identifying, researching and targeting new projects prospects.
- Achieving annual sales target by identifying and qualifying potential new projects, working on them until getting them.
- Managing and maintaining databases of potential clients.
- Producing monthly pipeline reports for management purposes.
- Working closely with the managing director to prospect, pitch & close new business.
- Marketing for the company's products and lighting solutions for consultants companies through routine visits, brand awareness, and problems smart solutions.
- Organizing weekly team meetings with staff, directors and senior managers
- Performance monitoring of account executives and account teams.
- In charge of budgeting and pricing new prospective projects.
- Delivering ongoing market analysis and assessment of competitors.
- Retain accounts through the development of strong relationships with key decision makers.

Successfully obtained big projects (R5 residential neighborhood – Olympic City – NBE Bank headquarter new capital – QNB Bank headquarter new capital)

Senior Export Sales Engineer – 3Brothers for Lighting and Electrical Industry (Dec 2018 – Jan 2021)

- Improved international customer satisfaction by providing timely invoices, pricing, product updates, features and benefits.
- Attended international trade shows and major industry events.
- Routine visits to assigned territories.

- Working with distributors to establish sales chains.
- Opening new markets.
- Logging and progressing all new leads / potential sales enquiries
- Achieving export sales target.
- Conduct a market study of potential markets through TradeMap and other platforms.
- Negotiating contracts and payment terms (Incoterms) with clients and their banks.

Successfully obtained big projects (Al Wafra city Kuwait – KOC al Kuwait – army headquarter Jordan – central power plant Tunisia – 7 hospitals at Jordan – American scholarship schools Jordan)

Project Sales Engineer – 3Brothers for Lighting and Electrical Industry (Jul 2017 –Nov 2018)

- Identifying and maximising revenue from existing customer accounts.
- Achieved Sales target in 16 month in row.
- Opened new mega account.
- Providing regular and accurate sales forecast updates to Managers.
- Routine visits to clients.
- Attending the clients' inspection visits to the factory and coordinate the visit.
- Prepared technical presentations to existing and prospective customers.
- Preparing commercial and technical offers by scrutinizing and evaluating tender documents, drawings, and schedules by preparing technical submittals and compliance.

Successfully obtained big projects (Jayd residential compound – Al Robiky city for leather – 23 hospitals from ministry of health – Al Almyr University – Benban solar station – new capital ministries – Four Seasons Nile hotel)

Sales Engineer – EGYLUX - (Mar 2016 – July 2017)

- Maintaining high levels of product and customer knowledge and participating in training programmes as appropriate.
- Submitting detailed proposals and quotations to customers.
- Identifying, contacting and qualifying leads.
- Exceeded the sales target for 14 months.
- Established new accounts by identifying potential customers, planning and organizing sales call schedule, visits, presentations...etc.
- Secured and renewed orders, and arranged delivery procedures.

Successfully obtained big projects (Ain shams specialized hotel – Al Mahroussa housing project – Al khamael housing project – Tolip Hotel al Narges – Genena mall - social housing obour city – dar Misr Zayed city – police stations renovation project)

ADDITIONAL WORK EXPERIENCE

Back Office Engineer BSS&UTRAN – Vodafone Egypt (Dec 2014– Mar 2016)

- Provide surveillance and first level support.
- Monitor alarms and performance information to identify faults/alarms or degradation.
- Provide initial analysis to localize issues and restore if possible.
- Running of routines & health checks to determine network status.
- Manage Change Management activity on the networks in real time to ensure all activities comply according to process.
- Troubleshoot problems with NFM engineers.

PERSONAL SKILLS

Language skills

- Arabic: Native
- English: Very Good

Communication

- Developed my presentation skills as a sales engineer at EGYLUX through preparing presentations for prospect clients and responding to their inquiries related to the products and the company.
- Communicating with Vodafone head office in London via emails and phone calls has improved my ability to communicate in English under stress.
- As a former sales engineer at EGYLUX, dealing with official representatives from different European factories and companies during their stay in Egypt has developed my verbal communication skills.
- Dealing with people from different backgrounds and mind-sets was a difficult challenge, and overcoming it developed my communication skills strongly.

Negotiation Skills

- Convincing companies with the products of the firm I work for, and negotiating with different clients and suppliers at my business have both improved my negotiation skills considerably so that I win most of the deals that I am responsible for them.

Problem solving

- At the start of shifting my career to sales, I faced many problems, each of them is enough to destroy it. However, overcoming them and going ahead equipped me with a problem-solving mindset.

Time Management

- Managed to achieve a work-life balance through efficient time-management and self-discipline. Also, I further improved my patience and ability of multitasking through coordinating a variety of activities and commitments reaching to very satisfactory results.

Teamwork

- Worked effectively with various individuals to complete numerous group projects at the university especially my graduation project which was in groups. According to the **IEEE** and **MIE** graduation projects competition committee, our project was chosen among the best **15** graduation projects in Egypt.
- Succeeded to build strong relationships with most of my colleagues at work. My friendly personality, sociable disposition, and positive attitude gave me the ability to work in groups with people from different ages and backgrounds, and make a positive contribution to these groups.