

PERSONAL INFORMATION

Mohammed Adam Elshariefsuliman Adam

Riyadh, Saudi Arabia

+966-509105298

MR.ENG.MO@GMAIL.COM

WORK EXPERIENCE

April 2019– present

Sales Engineer

Petra Engineering Industries Co (Khalid Asaad Jamjoom Est.), Riyadh, KSA

- Keep a very good relation with clients, contracting, consulting, real estate and major clients and to follow with our agents in the markets, and following and managing the after sales services for projects sold by me.
- Planning and putting the strategy of the work and this have to be done in parallel with studying of the market and making sure the team following the instructions and meeting the goals, by continues reviewing of market statuses.
- Promote & develop a sound knowledge of the products and solutions with different actors involved in residential, commercial and industrial projects: Ministries, consultants, contractors, etc.,
- Increase customer brand and product awareness through regular visits, seminars & Presentations, in addition to monitoring & analyzing the market then proposing right business plans.
- Activate and implement the sales and marketing plans as per company policies & developing strategies, objectives & targets for the branch.
- Handling the technical negotiations, with the end users of all our submitted quotations, in order to get the technical approval coordinating with our products managers' team.
- Handling the financial negotiations with our customers of the submitted quotations
- Maintain running an efficient fruitful branch sales by all means.
- Keeping a very good relation with clients, contracting, consulting, real estate and major clients by direct contact with them and attending and planning for several meetings.

EDUCATION

2017

Bachelor of Engineering (B.Eng.) in Mechanical Engineering (Honour grade)

Sudan University of Science & Technology, Sudan, 2017

COURSES AND CERTIFICATION

24 Dec 2015

PRINCE2® Foundation Certificate in Project Management

AXELOS, UK. A professional international certification on project management that cover the 7 themes, 7 principles and 7 processes of PRINCE2 methodology.

PERSONAL SKILLS

Mother tongue(s) Arabic(s)

Other language (English) IELTS 6.5

Communication skills • Sales man with profound technical background in HVAC.

Job-related skills • Proficient with Microsoft Office programmes including Excel, PowerPoint and Word

Driving licence Available

INTERNATIONAL CONFERENCES AND WORKSHOPS

21 Sep 2018

Fellow at ASHOKA global social change makers innovators, Nairobi, Kenya

19 May 2018

Finalist at MIT Enterprise Forum Pan Arab Business Competition, Muscat, Oman,

13 April 2018

Alumni of Young African Leadership Initiative (YALI), Nairobi, Kenya

5 August 2017

Mentor at 20th Young Leadership Access Program, NYC & Vermont, USA