



09 \ 06 \ 1990, Kuwait



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Dammam, Saudi Arabia



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Jordanian



Married

OBJECTIVE

I am looking forward to a challenging career with a reputable company for utilizing my Education and experience in offering opportunity for growth and development.

EDUCATION

Mechatronics Engineering

Aug 2008 – Aug 2012

The Hashemite University, Faculty of Engineering.
Jordan.

GPA : 2.97/4

LANGUAGES

- Arabic: Native Language.
- English: Very good, writing, reading and speaking.

WORK EXPERIENCE

Technical and Application Manager

JCB Power Product
(Dammam – Saudi Arabia)

Aug 2019 - Now

Welding Solution Company. (WSCO)

- Responsible for all lead technical and operation communication, coordination and negotiation with engine/alternator OEMs.
- Development of sales and marketing plans for the division.
- Study in detail all the technical and commercial requirements of the contract documents and inquiries.
- Provides technical product support to sales team.
- Maintain relationships with key clients critical for the long-term success of business on a day-to-day basis.
- Provide key inputs to the high management for corporate strategy planning from the perspective of the power and electrical product division.
- Assist in sourcing, negotiation and selection of equipment suppliers/manufacturers.
- Prepare the strategic business development plan and develop strategic and operational plans across.
- Lead monthly and quarterly meeting with the following divisions (service and sales)
- Meeting monthly with the clients to review sales.

Commercial and Estimation Engineer

Power , Electromechanical

(Dammam – Saudi Arabia)

July 2016 – June 2019

Product Specialists

KOHLER Power Products

(Riyadh – Saudi Arabia)

Apr 2014 – Apr 2016

Sales and Technical Support Engineer

Power Product

(Riyadh – Saudi Arabia)

Sep 2012 – Mar 2014

Ali A. Al Tamimi Trading and Contracting (TCO)

- Develop a sustainable pipeline of leads and a network of lead-generating contacts.
- Creation new customers whom are interested in Power, and electrical solution systems.
- Maintain price and catalogues of all products and sales offers.
- Resolve issues and problems with clients.
- Prepare weekly reports to the Head of Department on the progress of offers and sales activities.
- Assist in sales visits to the customer and potential customers with sales force.
- Technical and commercial evaluation for tenders.
- Bid evaluation, estimation, vendor evaluation preparing Techno Commercial proposals.
- Attending sites visit to estimate electrical works.
- Reduce cost of products by improving selection design and local source.
- Provides market feedback on prices, new products, potential business areas and sales performance.

A. ABUNAYYAN Trading Co. (ATC)

- Responsible for the effectiveness of the Sales operation in Company Products, monitoring stock level and update prices .
- Market analysis vs. competitors.
- Provides technical product support to sales team.
- Develops sales plans in coordination with marketing objectives.
- Reduce cost of products by improving selection design and local source.
- Develop and implements services plans in coordination with Customer Service.
- Arrange seminars and training to customers and end-users.

BETA Industrial Business (PI).

- Achieve sales targets set by the Head of Department.
- Creation new customers and update price list.
- Maintain price and catalogues of all products and sales offers.
- In liaison with Sales Head of Department and Design Engineer, prepare and present sales proposals.
- Follow up with potential clients .
- Develop market segment and customer list.

TECHNICAL SKILLS

- Electrical and Electromechanical Systems.
- Power Generation, Package substation, ELV and associated systems.
- Complete Knowledge of Kohler, Cummins , Perkins and Volvo Diesel Generator-sets.
- Familiar with following brands spec (JCB, Kohler, Atlas Copco and Himoina).
- Diesel Engines, Power alternator specification and product models.
- Good background in UPS, DC system, ATS, VFDs and Solar System solutions.
- Good experience in Cables, RMU, Transformers and LV/MV Switchgears.
- Electrical Load Calculations and analysis.
- Synchronization Panels for paralleled running generators for synchronization, Load Sharing.
- Motor control panels for Applications in building services, like for Pumps with VFDs, for Submersible Pumps for any duty/standby operation
- Programmable logic Controller (PLC): Installation, Programming, Interfacing and Maintenance.
- Good experience in Sensors and transducer.
- Very good using engineering software such as MATLAB, AUTOCAD, PRO-Engineer.
- Electronics Design software such as Multisim, automation studio and festo.
- Good background in Mechanical Engineering.

INTERPERSONAL AND OPERATIONAL SKILLS

- Advanced ability to interact with staff and clients in a fast-paced environment, sometimes under pressure, while remaining flexible, proactive, resourceful and efficient.
- Very good knowledge and experience in management, engineering, and the industry
- Very good knowledge and exposure to current trends in the industry, market and competition.

- In-depth technical knowledge encompassing understanding of sales engineering, installation, reporting, and budgeting, very good command of integrated systems.
- Very good reading, researching, and analytical skills to interpret general business.
- Very good organizational and time management skills.
- Analytical thinking , Strategic thinking and Persuasion /negotiating skills.
- Possess excellent numerical, analytical and literacy skills and a strong attention to detail.

TRAINING COURSES

- Advanced Selling Skills certified by SAS management consultancy.
- Developing Effective International and communication skills certified by Spearhead Training.
- Industrial power systems fundamentals certified by Kohler Learning Academy.
- Uninterruptable power supply UPS Training certified by Legrand.
- Driving Electrical Motors using VFDs certified by Fuji.