

Munzer Mohamed Ibrahim

Electrical Engineer

Entrepreneurial Sales Engineer with excellent business acumen and proven history of driving technical sales and revenue growth. Friendly and outgoing with natural ability to build key relationships through communication, customer service, and negotiation skills. Successfully leads and motivates teams to execute business opportunities and close sales in fast-paced environments with tight deadlines.



Contact

Address

Dammam, Eastern Province
, 10909

Phone

966545353808

LinkedIn

Munzer Mohamed Ibrahim



Skills

Proposal Development ●●●●○
Very Good

Pre-sales support ●●●●○
Very Good

Technical consulting ●●●●○
Very Good

Program management expertise ●●●○○
Good

Compliance reviews ●●●●●
Excellent

Field consulting ●●●●○
Very Good

Good listening skills ●●●●○
Very Good



Work History

2019-06 -
Current

Senior Sales Engineer

Al Asry Electric Co. Ltd, Dammam, Eastern Province

- Managed technical integration, systems engineering program management, customer support and program management.
- Identified sales opportunities by assessing environment and devising and implementing winning strategy.
- Provided technical troubleshooting and problem solving for clients with installed equipment or system issues.
- Prepared cost estimates and bid documents by studying customer RFPs and consulting with project managers.
- Recommended changes, improvements or enhancements in products to product development team based on customer feedback.
- Analyzed marketing data, including market trends, competitor performance and product strengths.
- Reviewed all customer inquiries to understand project scope while managing internal delivery mechanisms.
- Gained customer acceptance by demonstrating cost reductions and operations improvements.
- Attended trade shows and seminars to promote products and network with industry contacts.
- Developed team communications and

Requirements management	●●●●○ Very Good
Computer skills	●●●○○ Good
Customer service	●●●●○ Very Good
Leadership	

Languages

English	●●●●● Excellent
Malayalam	●●●●● Excellent
Hindi	●●●○○ Good
Swedish	●●○○○ Average
Arabic	●○○○○ Basic

**2015-07 -
2018-08**

Sales Engineer

Al Asry Electric Co. Ltd. , Dammam, Eastern Province

- Offered friendly and efficient service to all customers, handled challenging situations with ease.
- Led projects and analyzed data to identify opportunities for improvement.
- Managed technical integration, systems engineering program management, customer support and program management.
- Prepared cost estimates and bid documents by studying customer RFPs and consulting with project managers.
- Identified sales opportunities by assessing environment and devising and implementing winning strategy.
- Used effective data analysis and sales strategies to increase win prospect buy-in and demonstrate system benefits.
- Developed and implemented pursuit plans for all opportunities within assigned key accounts.
- Reviewed all customer inquiries to understand project scope while managing internal delivery mechanisms.
- Submitted monthly reports, including booking forecasts, monthly highlights and CRM entries.
- Provided input for overall bookings forecasts for assigned accounts.

Education

**2018-08 -
2019-09**

Master of Science: Energy Engineering (Renewable Energy Systems)

Halmstad University - Halmstad, Sweden

**2011-08 -
2015-05**

Bachelor of Engineering: Electrical And Electronics Engineering



Accomplishments

- Saudi Council of Engineers Membership ID: 353248.
- Students Employability Experience Program.
- Collaborated with team of 3 in the development of Accor Luxury Resort Ashar Development.
- Used Microsoft Excel to develop inventory tracking spreadsheets.



Additional Information

MS & BE Projects

Solar Powered Auto Irrigation System (BE Project).

This is a system where the irrigation system work automatically when the soil is found to be in dry state. A programmed Micro controller is used in this project. This system is been powered up with a solar PV.

Exergy & Energy Analysis of a wood chips based CHP Plant (Mini project).

Calculating the exergy and energy efficiency of a combined heat and power plant where wood chips is used as the fuel.

Solar Powered Air Conditioning System (MS Thesis).

Introduction of an innovative and sustainable way in cooling the air using solar energy with very less electric consumption.



Interests

Playing Football

Traveling

Driving