

# Key Account MANAGER



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## EDUCATION

Bachelor of Mechanical Engineering  
*Aleppo University,  
Syria - 2011*

## CERTIFICATIONS

*Saudi Council of Engineering  
membership*

*Syrian Computer Society Certificate*

*ISO 9001-2008 & ISO 9001-  
2015 training Certificates*

## Summary

Team Leader with over 10 years of sales experience while planning and preparing sales strategies. Passionate about achieving results and making a difference within a company by reaching targets. Extensive experience assisting in the creation, management, and execution of the trade. Dealing with various segments, and clients guide me to gain a piece of extensive knowledge, and the ability to manage accounts. Obtained a Bachelor of Mechanical Engineering in 2011.

## SKILLS

- Highly focused, analyst, determined and creative
- Team player, collaborative and leadership competence.
- Administration and financial aspects.
- Communication, public speaking, and presentation techniques.
- Passion to learn about new concepts, products.
- Combine technical knowledge with sales skills to act as a primary contact.
- Negotiation with clients and vendors on budgets, timelines, and expectations.
- Experience in supply chain management.
- Self-motivating.

## KEY SKILLS

Microsoft Office Suite



Financial Skills



Business Professional



Database Management



Team Leadership



Conflict Resolution



ERP System



## PROFESSIONAL EXPERIENCE

- ❖ AWJ Energy L.L.C – <https://awjenergy.com/>  
Key Account Manager  
Khobar  
From Feb 2018 to Present
  - Build up company sales, qualifications, and registrations.
  - Generate, revamp new sales and marketing strategies.
  - Conducting market research and defining targets.
  - Spotting for tenders and ongoing projects, building RFPs, calculating cost, preparing proposals, and related technical documents.
  - Promote products & services intelligence.
  - Managing and retaining relationships with stockholders.
  - Present the company progress, business growth.
  - Logistic transportation accomplishment.
  
- ❖ Bandariyah International Co.- <http://bandariyah.com>  
Sr. Sales Engineer  
Khobar  
From May 2015 to Dec 2017
  - Targeting business of:
    - Torishima Pumps Services
    - Voith
    - Forney Corporation
  - Achieving target, and securing new contracts.
  - Spreading, and reinforcing new sales and marketing strategies.
  - Introducing & demonstrating products, services, and solutions to potential clients.
  - Coordinating with clients and suppliers and maintaining good relations with them.
  - Understand competitors' sales activities and status.
  - Identifying potential customers and exploring new business opportunities, retrofit, and developing new markets.
  - Maintaining existing, long-term relationships with customers
  - Negotiating tender, contract terms, and conditions.

## Registration & Qualifications



### Logistics Skills



### Languages

#### Arabic



#### English



- ❖ KSB Pumps Arabia Ltd. - <https://www.ksb.com/ksb-sa>  
Technical Sales Engineer  
Riyadh  
From Aug 2012 to April 2015
  - Secure tenders & ongoing projects, RFQs, do the proper selection, prepare proposals, and other technical documents that guide the customer on the provided pump, costing, and submittal.
  - Following up with clients to get the order.
  - After-sales support for commissioning and pump spares.
  - Handle the tasks of visiting customers (contractors and consultants) to gather requirements and application of the pump.
  - Understand competitors' sales activities and status.
  - Perform responsibilities of checking systems to identify the exact requirement that will meet the application requirement.
  - Responsible for solving pump issues and upgrading spare parts by coordinating with product engineers.
  - Handle responsibilities of providing input in product development as required.
  - Invoicing and collection.
  
- ❖ Mahmoda Contracting –  
Site Engineer  
Khobar  
From Nov 2011 to Aug 2012