



Omar Al-Sharif

Mechanical Sales Engineer

Mechanical marketing & Sales engineer with a demonstrated achievements on marketing, sales, and project execution in the industrial field (oil & gas, fertilizers, cement, petrochemical, mining, etc.). skilled in operation improvements, sales figure and forecasting , cost analysis, business development and project planning/Execution. strong in a professional operations and industrial mechanical products & water treatment systems.

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📅 05 September, 1996

EDUCATION

Bachelor Degree in Mechanical Engineering Albalqa' Applied University/ Amman, Jordan

09/2014 - 01/2019

GPA: Good

WORK EXPERIENCE

Mechanical Sales & Marketing Engineer Al-Ghanem Trading & Contracting Company (Al-Ghanem Group)

01/2019 - 03/2021

Amman, Jordan

Materials & Alloys Group

Achievements/Tasks

- Making technical presentations and demonstrating how a product will meet client needs.
- Providing Pre-sales technical assistance and product education (All types of pipes, fittings, plates, mills & spares, casting products, industrial products, etc.)
- Working with suppliers to develop continuous improvement initiatives to yield timely and effective solutions to complex manufacturing and/or quality problems.
- Analyzing project cost distributions to ensure accurate posting to correct project and make necessary adjustments when required & tracking all the construction costs and made projections of cost to complete against the budget.
- Responsible for the middle east and GCC Countries markets & Travelling to visit potential & main clients.
- strong knowledge of the GCC markets end-users and clients (DEWA, EGA DOBAL, ADNOC, ADWEA, QNCC, Cement sectors, EPC Contractors, etc.) as I have secured many orders with them and Projects execution.
- strong relationships with the Jordanian end-users such as (Jordan Phosphate, Arab Potash, KEMAPCO, Industrial ports, water sector, JIFCO, INDO, etc.) in addition of the local contractors.
- Analyzed marketing data, including market trends, competitor performance and product strengths.
- Apply knowledge of products, processes, production methods, equipment capabilities, statistics, problem-solving tools, and quality control standards.

Technical Sales Engineer

Techno Group (Classified as a first-class facility in steel structure)

05/2021 - 09/2021

The TECHNO specializes in steel structure and mechanical fabrications through our workshops, as well as with affiliated workshops located throughout the region and overseas. This has placed us as one of the leaders in the Mechanical Fabrication & Steel Structure Industries throughout the MENA region.

Achievements/Tasks

- techno-commercial background and demonstrated experience in steel sales to the construction industry.
- Prepares technical documentation for steel structure material requisition and assists the procurement dept. in the technical evaluations
- covering all of the Jordanian market in terms of oil & gas, fertilizers, cement, petrochemical, mining, chemicals, etc sectors.
- Increase new business client, maintain existing customer.
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Arrange and direct delivery and installation of products and equipment.

WORK EXPERIENCE

Senior Sales Engineer

ESLI AQUALINE Water Technology (Pollet Water Group - Belgium)

09/2021 - Present

AQUALINE Water Technology - are members of Pollet Water Group (PWG) and the official regional office for the Middle east & Africa , which was first inaugurated in 1975 in Belgium, specialized in the field of water and wastewater treatment solutions. Our solutions cover industrial, commercial, medical and domestic applications. It serves in designing, engineering and supplying materials through our factories . mainly focusing on Research and Development and production

Achievements/Tasks

- Sales and marketing for water, sewage, reverse osmosis desalination and , chlorination, systems.
- Collaborating with the design, production, engineering, or research and development departments of the company to determine how products and services could be made or modified to suit the needs of the customer.
- Responsible for the middle east and GCC Countries markets & Travelling to visit potential & main clients.
- Promote all company products in water treatment , desalination plants , chemicals and spare parts.
- Develop new business opportunities and relationships in both the residential and commercial markets through various sales distribution channels including wholesale and water dealers
- Representing the company in many water Exhibitions (Aquatech, SODEX, WETEX)

TECHNICAL SKILLS

Extensive experience in Piping Material and steel Specifications, International Design Codes & Standards.

Highly motivated, well organized, resourceful and proactive.

Strong technical and analytical skills, including knowledge and understanding of pricing strategies, compliance framework, experience in analysis and modeling.

Solid technical background with understanding and/or hands-on experience in Materials & Alloys and Manufacturing technologies

Negotiation and social problem-solving skills.

Understanding and interpretation of engineering drawings.

Communication, Network.

Critical Thinking.

Recommend cost-effective solutions from an operational/technology perspective to maximize profitability and effectiveness and continued client satisfaction.

LANGUAGES

English

Fluent

Arabic

Mother Tongue

QUANTIFIABLE ACHIEVEMENTS

Achievements

- New products supply creation (Ductile Iron pipes & fittings, Casing pipes, Tricone Bits, Etc.) which made a net profit over a million Dollar annually.
- Making a map of A.T.O projects and Inquiries and focus on the products which having a gap and weakness and make them a strong source of income over time.
- Securing agencies agreements with dominant manufacturers which led to a several orders and good reputation for the company in the market.
- Building a strong relationships with end-users and clients which guarantees the achievement of benefit in any project.
- Business development by finding new customers and suppliers.
- Achieved more than 150% of the annual target.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales.

IT SKILLS

M.S Office

Auto CAD (2D, 3D)

Pricing Systems

Operating Systems

CERTIFICATES

Customer relationship management (CRM)

Customer relationship management is a process in which a business or other organization administers its interactions with customers, typically using data analysis to study large amounts of information.

AAP Pricing Systems

Issued from Al-Ghanem Group