

Eng. Hassan Sa'eed Hassan



Academic Information:

Bachelor: BSC in Electronics & communications Engineer 2004.
University: Arab Academy for Science & Technology & Maritime Transport (AAST) EGYPT.
Faculty: Engineering.
Department: Electronics & Communications.
Graduation project: High-Definition Television HDTV.
Project Grade: Very Good.

Working experience:

- Worked in "SAMSUNG ELECTRONICS" from April.2004 till Dec.2008 as a Sales Engineer.
- Worked in department of sales and major projects in "OTIS ELEVATORS CO" In Riyadh branch (SAUDIA ARABIA). From Dec.2008 Till 2016 as Senior Sales Engineer.
- Worked in department of sales and major projects in "SCHINDLER ELEVATORS CO" In Riyadh branch (SAUDIA ARABIA). From JULY 2016 till 2017 as a KEY ACCOUNT MANAGER.
- Working in department of sales and Business Development in "MITSUBISHI ELECTRIC CO" In Riyadh branch (SAUDIA ARABIA) . From JULY 2017 till now as a KEY ACCOUNT MANGER.

Diploma Experience:

- **MBA Certified** from Arab Academy for Science & Technology & Maritime Transport (AAST) EGYPT.
- **PMP Certified (PROJECT MANAGEMENT PROFESIONAL)** from Arab Academy for Science & Technology & Maritime Transport (AAST) EGYPT
- **SAP & CRM Certified Application Associate – From IBM.**
- **Certificate from the Saudi Council of Engineers as a professional Engineer and Government Trainer .**

Studied Courses:

- **GREEN BUILDING BASICS & LEED FROM US GREEN BUILDING COUNCIL AND CARRIER RECOGNIZE**
- **Electronic Circuits (Analog & Digital).**
- **Communication Systems (Analog & Digital).**
- **Wave Propagation & Antennas (Analysis & Design).**
- **Digital Signal Processing.**
- **Microwave Devices Technology.**
- **Introduction to Microprocessor.**
- **Optical Communications.**
- **VLSI Fabrication and Testing.**
- **Mobile Communications (GSM Networks)**
- **LEED 101: green building basics & LEED**

KEY ACCOUNT MANAGER



00966-566814881



hassanibrahim8819@gmail.com



Riyadh



24/10/1982.



Married.



Egyptian

Computer skills

- **Microsoft Office (Word, Excel, Power point).**
- **Microsoft windows.**
- **Skills in using all internet tools & HTML.**
- **Have a good knowledge with Hardware troubleshooting, maintenance & Software Installation.**

Language skills

- **Arabic: Native "Mother tongue"**
- **English Fluent (writing & Speaking).**
- **French: fair**

Responsibilities:

1. Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements. Provides product, service, or equipment technical and engineering information by answering questions and requests.
2. Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule.
3. Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, architects, and other professional and technical personnel & survey the sites.
4. Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment; engineering or proposing changes in equipment, processes, or use of materials or services.
5. Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
6. Follow up & collect the coming payments as per contract.
7. Follow up the submitted L/G with the customers until bring back to the company as per contract & the same when the contract payments based upon L/C.
8. To follow up the drawings, finishes approvals up to order & the same for s.s
9. To follow up with the concern up to delivery of materials for all sales.
10. To increase the no of proposals, customers, new area, volume of business & to achieve his plan, to reduce the receivables & provisions.
11. To prepare the necessary reports, attend internal & outside meetings
12. To increase the no of visits of customers, general contractors & consultants.
13. For service sales, to reduce the cancellations & to increase the o-class value, follow up with the FOD until customer problems solved.
14. To increase the volume of business & improve the margin booked for all activities.
15. Submits orders by conferring with technical support staff; costing engineering changes.
16. Develops customer's staff by providing technical information and training.
17. Complies with federal, state, and local legal requirements by studying existing and new legislation; anticipating future legislation; advising customer on product, service, or equipment adherence to requirements; advising customer on needed actions.
18. Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
19. Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
20. Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing

Scope of Expertise:

Business Development Manager ,Presale support activities, identification of customer product needs, conducting of feasibility and performance studies Serves customers by identifying their needs; engineering adaptations of products, equipment's, and services, all the activities, sales skills, good relations, good ambassador of Otis, good knowledge & hard worker

Members

Member of the Saudi Council of Engineers

Specialization: Electrical Engineering

Grade: Professional and Government Trainer.

شهادة

إعتماد مهني

Certificate Professional Accreditation

Membership no.: 113421

عضوية رقم: 113421

Saudi Council of Engineers, which aims at prescribing necessary rules, regulations, and examinations for obtaining professional degrees, as stipulated in its Statute issued by Royal Decree 36/M dated 26/09/1423H, and in accordance with the Executive Bylaws and Regulations for professional accreditation, hereby awards:

استناداً إلى نظام الهيئة السعودية للمهندسين الصادر بالمرسوم الملكي رقم م / ٣٦ وتاريخ ٢٦ / ٩ / ١٤٢٣ هـ، بوضع القواعد والامتحانات اللازمة للحصول على الدرجات المهنية وبناءً على اللائحة التنفيذية وقواعد الاعتماد المهني للمهندسين، فقد قررت الهيئة منح:

HASSAN SAID HASSAN IBRAHIM

حسن سعيد حسن ابراهيم

Classification: Engineering

التصنيف : هندسة

Specialization : Electrical Engineering

التخصص : هندسة كهربائية

Grade : Professional

الدرجة : محترف

Grade Expiry Date: 5/22/2024

تاريخ انتهاء الدرجة: 5/22/2024

This Certification is valid until: 18 May 2022

هذه الشهادة صالحة إلى تاريخ 17 شوال 1443

Secretary General الأمين العام

PA&Q Director مدير عام الاعتماد والتأهيل المهني

فرحان بن حبيتر الشمري

فواز بن طارق جنة

م. فرحان بن حبيتر الشمري

المكلف / م. فواز بن طارق جنة



THE U.S. GREEN BUILDING COUNCIL
AND CARRIER RECOGNIZE

Mr. Hassan Said

FOR THE SUCCESSFUL COMPLETION OF

LEED 101: GREEN BUILDING BASICS & LEED

This course is registered with:

0.35 CSI Continuing Education Units (CEUs)

3 BOMI Continuing Professional Development (CPD) Credits

3 CoreNet Continuing Professional Development credits (CPDs)

3.5 AIA/CES Learning Units (LUs) for Health, Safety, and Welfare (HSW) and Sustainable Design (SD)

This certificate may be used for self-reporting to other professional organizations.

This course is not eligible for GBCI CE hours but does satisfy LEED Green Associate Exam eligibility requirements.

December 4th 2013

Date Issued

Syed Abid Hussain

Rajesh Malik



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