

**Name:** Ibrahim Hassaneen Ibrahim Awad  
**Job Title:** Sr Sales Engineer  
**Visa Status:** (Available Transferable IQAMA at Saudi Arabia)

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### Personal Information:

Date of Birth: 21/7/1988, Military service: Done, Marital Status: Married & Father for two children.

Nationality: Egyptian, Driving license: Available for Saudi Arabia and Egypt.

Saudi Council Engineering Membership: 243923 Valid up to 12 May 2024.

### Education & Certifications

Bachelor`s Degree, Civil & Construction Engineering 2010 – Alexandria University	Bronze Level Certification of Sales Professional– Sandler.
PMP.	Procurement Negotiation– Coursera.
Sales Strategy- Coursera.	Engineering Project Management: Risk, Quality, Teams, and Procurement- Coursera.
Fundamentals of Project Planning and Management – Coursera.	ICDL, AutoCAD & Etab.

### Languages:

**Arabic:** Mother language. - **English:** Excellent (Fluent).

### Summary & Objective:

- Results-oriented sales professional with a solid background of 12 years of experience in the Construction industry especially Readymix Concrete , Building Materials & Construction Chemical Products and a proven track record of exceeding monthly sales quotas , Energetic at creating new relationships and maintaining strong customer relations to generate repeat business , In-depth knowledge of effective sales strategies and exceptional presentation skills , Act Methodically with the ability to perform well under pressure , Goal- and team-oriented with strong leadership skills and a commitment to the purpose.
- Iam Strategically Focused, Self-motivated, and confident Sales Engineer who is commercially aware to excel sales targets and make a real difference in the organization's revenue generation, I have expert knowledge of the selling & Technical consultations and I fully recognize the human and emotional aspects of buying as purchaser and selling as Sales,
- Iam always bringing to my organization the promise that I will take personal responsibility for my own ongoing development that I will be trustworthy to make an immediate impact and long-lasting impact.

## Work Experience:

From August 2016 up to now – Jeddah, Rabigh & Thowel

Company: Saudi Readymix Concrete Co

*Working as Sr Sales Engineer Three Factories for Concrete Ready - Dry Mix, Mortar & Building Materials Products for Construction Projects & Oil & Gas projects, almost closed more than 300 deals with total Revenue 330 million SAR at the Last 5 years.*

### My Duties & Achievements: -

- Sales Eagle Award Best Achievement for Continuous Four Years 🏆
- Handling & Closing Deals assuring the smooth service and supply for Mega Projects such as Petro Rabigh phase 1 & phase 2 , Independent Water Plant Phase 3 /500,000.00 M3 /day , Water Transmission Line Rabigh , Jeddah & Mecca , King Abdullah Economic City (KAEC) , King Abdullah Port (phase1) , Solar Plant , Renewable Energy Plant , Gas and Oil Section & KAUST (King Abdullah University For Science and Technology) , Construction of Industrial Factories like , Binzagr , Tamimi , Paper Factories , Digital Cables Factory , Flow Factory , Al Salem Johnsons & Control , Al Shayea Factory , Alshurook Villas & Compounds , Alwaha Valley , Industrial Valley 1,2,3,4 at KAEC & Others.
- Meeting and greeting customers and making them feel comfortable.
- Devising and implementing the organisation's sales strategies.
- Finding new channels for selling and distribution of products.
- Building rapport with a customer and subsequently closing the deal.
- Building relationships with new customers and distributors.
- Demonstrating products to customers.
- Maintaining good business relationships with existing clients.
- Liaising with suppliers and manufacturers daily.
- Holding meetings to discuss progress of existing projects.
- Deal with customer feedback, enquiries, complaints, and refunds.
- Ensuring that business paperwork is stored in a secure location.
- Protecting client's personal data and information.
- Liaising with head office to ensure relevant stock is delivered on time.
- Responsible for the marketing and advertising on new and existing products.
- Using negotiation and communication skills to sell new products in small retail outlets to maximise shelf space and increase market share.
- Ensuring sales targets are met before the specified deadlines.
- Supervising junior sales representatives.
- Participating in meetings with the organisation's board of directors.

From October 2014 until July 2016 – Dammam & Jeddah

Company: Saudi Binladin Group

*Working for Saudi Binladin Group (SBG) As Technical Sales Engineer at Concrete Division for Two Factories for Readymix Concrete & Building Materials.*

### My Duties & Achievements:

- Technical Sales & Site Engineer executed 2 sites in the KAP 3 project (Police Station + Civil defence) & spent a part time at the Concrete & Building Materials Division while selling for outside clients.
- My basic role is to prepare, coordinate, and monitor a project, from the initial conception to the schedule and final completion, I am involved with the planning and forecasting of budgets and timelines to assure that the project is accurately completed to schedule.
- Communication includes letting the team know of any updates or problems, as well as helping and support whenever necessary.

- Demonstrating products to customers.
- Maintaining good business relationships with existing clients.
- Liaising with suppliers and manufacturers daily.
- Holding meetings to discuss progress of existing projects.
- Deal with customer feedback, enquiries, complaints, and refunds.
- Implementing various concrete works such as combined footings, rafts, and pile caps, solid slabs, and flat slabs, short and long columns.
- Implementing various fine finishing works such as interior and exterior plastering, painting,
- Working on time schedules and find solutions to achieve the targets.
- Making daily, weekly, and monthly reports for the progress at site.
- Following up the inspections with the consultants and coordinate with various sections of the project.

**From June 2014 until September 2014 – Mecca**

**Company: Beijing Emirates International for Construction**

***Working as Senior Project Engineer for in KAP 2 Mecca with Client MOI, Project Contract was (2 billion & three hundred million Saudi riyals)***

**My Duties & Achievements:**

- I participated effectively for the execution of Housing Zone (10 Buildings + 3 Villas + Swimming Pool + 2 Mosques)
- Implementing various concrete works such as combined footings, rafts, pile caps, solid slabs, flat slabs, short and long columns.
- Following up the inspections with the consultants and coordinate with various sections of the project.
- Capturing all snag list comments and handing over procedures of the Units to the clients.
- Implementing various concrete works such as combined footings, rafts, and pile caps, solid slabs, and flat slabs, short and long columns.
- Implementing various fine finishing works such as interior and exterior plastering, painting, GRC, gypsum boards, MEP works, futeq, tiling ceramic and porcelain and aluminium windows and doors.

**From November 2011 until May 2014 (2 Projects) – Riyadh**

**Company : Al Rajhi Projects Co**

***Working as Project Engineer at ITCC Project supervised by Dar El Riyadh as Consultant. Project Contract was (2.75 billion SAR)***

***Working as Project Engineer in Population Housing Project El Kharg Road With (Real Estate Development Fund for AL Rajhi Projects Also. Project Contract was (8 million SAR)***

**My Duties & Achievements:**

- I executed two Research and development buildings at ITCC Project in Riyadh & 6 buildings of Population housing project in Al Kharg.
- Implementing various concrete works such as combined footings, rafts, pile caps, solid slabs, flat slabs, short and long columns.
- Following up the inspections with the consultants and coordinate with various sections of the project.
- Capturing all snag list comments and handing over procedures of the Units to the clients.

From August 2010 until October 2011 – Egypt

Company: A & A consultants

*Working as Civil Consultant Engineer for A&A Consultant at new Extension Power Plant in Alexandria, Egypt. Project Contract was (1.5 billion LE)*

**My Duties & Achievements:**

- Supervision & participating of following at Arab Contractors Project in Alexandria Abu Quir Power Plant
- Implementing deep foundation works (pile groups) (462 working pile + 160 Support aspects of drilling pile + 5000 Stone Piles).
- Implementing varies concrete works such as combined footings, rafts, pile caps, solid slabs, flat slabs, short and long columns.
- Dewatering System Design and implementation, & drainage systems as well.
- Working on time schedules and find solutions to achieve the targets.
- Making daily, weekly and monthly reports for the progress at site
- Following up the inspections and coordinate with various sections of the project.
- Capturing all snag list comments and handing over procedures of the Units to the clients.

**SKILLS:**

- Strategically Focused, Trustworthy & Results Driven.
- A solid technical & Sales background.
- Commercially Aware.
- Dependant.
- Negotiation Skills & Decision Making.
- Integrity, Time Management & well Organized.
- Sound judgement and good business sense.
- Resilience and tenacity.
- High communication skills, , good persuasion, enthusiastic,
- Self-Motivated.
- Computer knowledge Excellent user of: **CRM, Procurement & Sales System**, Windows, Ms Office, AutoCAD, SAP2000 v14 and Primavera p6, Rivet, Etab.

**References Are Available on Request.**