

Ali Omar



Personal Information

Nationality:
Lebanese

Date and place of birth:
Beirut, 09/02/1996

Gender:
Male

Marital status:
Single

Contact

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Summary

My objective is to improve the conservation of our resources using the skills I have learned and practiced over the years of experience as a technical engineer in the uses of pesticide and chemical products.

Skill Highlights

- Work under pressure
- Strong decision maker
- Complex problem solver
- Customer service
- Service-focused
- Sales
- Microsoft word ,excel

Experience

Sales Engineer – 01/11/2020 -10/05/2021 Jubaili Agrotech, Nigeria

- Prepare sales offers and quotations, containing commercial and technical information, by attaining the needed information from customers, preparing technical offers based on prices, and presenting to Sales Manager /AGM for approval, to have documented offers for future referencing.
- Prepare bills of Quantities (BOQ's) and any related survey reports; by adding maps and designs requested from production department, along with technicalities needed for such offers and submittal, to use for the technical information for the sales offer.
- Ensure proper communication of all sales related documents, by authenticating these documents, acquiring all needed customer and management signatures, distributing as should to related departments for processing, and filling adequately for future retrieval, to ensure no issues arise due to errors of miscommunication or delays in production and delivery.
- Offer proper prices to customers, upon reviewing customer's portfolio and acquiring the matching prices from the price lists provided by the Sales Manager.
- coordinate the delivery of products to customer door.

Freelance Promoter – 01/02/2014 -01/02/2015Blastinc Agency

Attracting new customers and improving profits, assisting with product launches and events, improving knowledge of the product range, answering questions, and addressing customer concerns.

Languages

Arabic – fluent in speaking, writing and speaking

English – fluent in speaking, writing and speaking

Retail Sales– 02/05/2016 -03/06/2017Land Mark group (Max Fashion)

Greet all clients with a positive attitude. Keep a smart personal image (uniform, hygiene, make up, etc.) Analyze suitable colors, sizes and designs for client.

Detect clients' needs and always offer an option for purchase to clients.

Advising according to her/his style suggest suitable alternatives for unavailable products without letting down the clients expectations.

Assist client needs upon entering the store and pick up after them.

Changing and maintaining display of shelves and vitrine, whenever necessary.

Replace sales (lists, replenishment, manual restocking and receiving).

Education

- License degree in Agricultural engineering in the Lebanese university
- Master degree in agriculture engineering (Plant protection engineer) 2019
Thesis (The Effect of Essential Oils and Relative Humidity on Pine Wood Nematode).

References

References available on request