



# Ahmed Helmy

Project Sales Engineer

## PROFILE

Using my background as a Sales engineer and years of experience refining workflow processes and improving organizational efficiency as a part of the Sales team. My work involves technical aspects as well as sales aspects.

Working in sales field taught me to focus on the details and specifications while making sure overall result corresponds to the market requirements. My interaction with clients also taught me the value of delivering information in a language that non-technical people can understand.

## CONTACT

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## SKILLS

- Rapport and relationship building
- Profit and revenue-generating
- Strategies
- Excellent communication skills
- Complex project negotiations
- Energetic
- Sales Process

## REFERENCES

Upon Request

## CAREER

**Sales Engineer**                      **Akel Company**                      Jan 2021 to Current

- Project sales for Schneider Electric, Grundfos as Akel is authorized distributor for them
- Responsible for the project in Eastern Region and the Making offers and following up if the client needs more technical data
- Travelling throughout sales territory & using Salesforce to track activities.
- Making offers and following up if the client needs more technical data.
- Answering all technical questions and finding the best solution, making offers, and following up if the client needs more technical data.
- Arrange with workshop and warehouse to deliver the material after collecting payment.
- Follow up with clients for testing and commenting after the installation.

**Sales Engineer**                      **Al-Wabel Company**                      Mar 2019 to Dec 2020

- Responsible for Project sales in Eastern Region for Grundfos and Homa pump as Al-Wabel is authorized distributor for them
- Travelling throughout sales territory & using of Sales Force to track activities.
- Making offers and following up if the client needs more technical data.
- Answering all technical questions and finding the best solution, making offers and following up if the client needs more technical data.
- Arrange with workshop and warehouse to deliver the material after collecting payment.
- Follow up with clients for testing and commenting after the installation.
- Making all documents from the invoice and Delivery note and the warranty Paper.

**Sales Engineer**                      **Kusheim Company**                      Sep 2017 to Feb 2019

- Responsible for Project sales in Riyadh for MAKITA brand & Compressor as Kusheim is the Exclusive Agent for this Brand
- Answering all technical questions that may arise during the sales process, involved in any pricing and contract negotiations, keeping a constant eye on market trading conditions & delivering product demonstrations to customers.
- Conducting customer and supplier visits. Liaising with other sales personnel to plan in detail any marketing campaigns, developing long-term relationships with clients. Supporting equipment installation projects.
- Mentoring the work of junior sales professionals.

**Sales Engineer****Pico Company**

Feb 2014 to Aug 2017

- Resolving all technical issues & Finding customers who would benefit from the company's products that convey the customer's exact requirements.
- Negotiating with potential customers & being involved in any sales activity right from the beginning.
- Travelling long distances nationally and internationally to meet prospective customers, giving customers advice and support on a wide range of the company's products, handling all pre-sales customer support issues & putting together customized presentations.
- Communicating with sales representative and sales management on a daily basis & ensuring that any order processing is followed through to a timely conclusion.

**Sales Engineer****Combi Egypt Company**

Jun 2015 to Mar 2017

- Demonstrating how a product meets a client's needs, working with existing customers and help them to get the best out of the products they've bought, providing sales support during virtual and onsite client meetings & liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying customer's current and future requirements & reviewing customer drawings, plans, and other documents in order to prepare a detailed technical proposal for them.
- Traveling to visit potential client, negotiating tender, contract terms and conditions & maintaining professional working contact with key suppliers.

**Maintenance Engineer****United Office Equipment**

Feb 2014 to May 2015

- Preparation of Maintenance, responsible of coordinating and planning daily maintenance and repair activities, responsible of recording and maintaining engineering records, maintain good client relationships at all times & using test equipment & hand tools to diagnose, locate & fix problems.
- Accountable for all general tasks related to maintenance, traveling to locations on site and working both indoor and outdoor, administrative work like maintaining records and files and preparing reports, attending meetings & writing reports and giving presentations to managers and clients.

**ACADEMIC**

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**Misr Higher Institute of Engineering and Technology, Mansoura***(September 2007 - July 2012)***Major:** Electrical Engineering**Grade:** Good