

Key Account MANAGER



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EDUCATION

Bachelor of Mechanical Engineering
*Aleppo University,
Syria - 2011*

CERTIFICATIONS

*Saudi Council of Engineering
membership*

Syrian Computer Society Certificate

*Higher language institute Damascus
University Certificate*

*ISO 9001-2008 & ISO 9001-
2015 training Certificates*

Summary

Team Leader with over 10 years of sales experience while planning and prepare sales strategies. Passionate about achieving results and making a difference within a company by reaching targets. Extensive experience assisting in the creation, management, and execution of the trade. Dealing with various segments, and clients guide me to gain a piece of extensive knowledge, and the ability to manage accounts. Obtained a Bachelor of Mechanical Engineering in 2011.

SKILLS

- Highly focused, data analyst, and Creative.
- Team leader, Collaborative and Leadership.
- Administration, Financial aspects.
- Excellent Communication, Public Speaking, and Presentation.
- Highly organized and able to work well under pressure.
- Passion to learn about new concepts, products.
- Combine technical knowledge with sales skills to act as a primary contact.
- Negotiation with clients and vendors on budgets, timelines, and expectations.

KEY SKILLS

Microsoft Office Suite



Financial Skills



Business Professional



Database Management



Team Leadership



Conflict Resolution



- Conducting market research and defining targets.
- Experience in the whole cycle of importing, and logistics.
- Self-motivating.

PROFESSIONAL EXPERIENCE

- AWJ Energy L.L.C – <https://awjenergy.com/>
Key Account Manager
Khobar From Feb 2018 – Present
 - Build up company sales, qualifications, and registrations.
 - Multi-Tasking & Targeting many segments.
 - Generate, Revamped new sales and marketing strategies.
 - Prepare, review MOU, NDA, and agency agreement.
 - Attract new partners OEMs to establish & develop the relationship.
 - Spotting for tenders, and ongoing projects, building RFPs, calculate costs, preparing proposals, and other technical documents.
 - New product promoting strategies, approvals, and registrations.
 - Financial progress, Invoicing, collection, reports, and reviews.
 - Present the company progress, business status, strategies, and business plan.
 - Logistic, custom clearance, and saber.
- Bandariyah International Co.- <http://bandariyah.com>
Sr. Sales Engineer
Khobar From May 2015 – Dec 2017
 - Targeting business of:
 - Torishima Pumps Services
 - Voith
 - Forney Corporation
 - Achieving target, and securing new contracts.
 - Spreading, and reinforcing new sales and marketing strategies.
 - Introducing & demonstrating products, services, and solutions to potential clients.
 - Coordinating with clients and suppliers and maintaining good relations with them.
 - Understand competitors' sales activities and status.

Registration & Qualifications



Logistics Skills



Languages

Arabic



English



- Identifying potential customers and exploring new business opportunities, retrofit, and developing new markets.
 - Maintaining existing, long-term relationships with customers
 - Negotiating tender, contract terms, and conditions.
- KSB Pumps Arabia Ltd. - <https://www.ksb.com/ksb-sa>
Technical Sales Engineer
Riyadh From Aug 2012- April 2015
- Secure tenders & ongoing projects, RFQs, do the proper selection, preparing proposals, and other technical documents that guide the customer on the provided pump, costing, and submittal.
 - Following up with clients to get the order.
 - After-sales support for commissioning and pump spares.
 - Handle the tasks of visiting customers (contractors and consultants) to gather requirements and application of pump.
 - Understand competitors' sales activities and status.
 - Perform responsibilities of checking systems to identify the exact requirement that will meet the application requirement.
 - Responsible for solving pump issues and upgrading spare parts by coordinating with product engineers.
 - Handle responsibilities of providing input in product development as required.
 - Invoicing and collection
- Mahmoda Contracting –Site Engineer- Khobar
(Nov 2011- Aug 201)