



Abdallah Abbas Zain Elabdien ElTayeb

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Work experience

Musa Mahjob for Electrical Equipment

**1/7/2019 — 13/3/
2020**

Counter Sales Engineer

- Assist walk-in customers with questions about products, applications and pricing.
- Process sales, including entering orders, pulling product out of inventory, and scheduling delivery or helping buyers load orders.
- Ensure that each customer leaves the store satisfied.

Star Bright Co.Ltd.

15/3/2020 — Oct 2020

Sales Engineer (Transformers)

- Generate new business opportunities in the mining, industrial, power, and renewable sectors.
- Organise and lead meetings.
- Deliver sales presentations.
- Develop client relationships.
- Meet monthly and quarterly sales targets.
- Prepare and submit weekly sales and pipeline reports to the CEO.
- Submit new sales and project opportunities to the engineering team who will prepare quotes, tenders, etc.

Lemon Labs

Dec 2020 — Oct 2021

Sales Representative

- Develop new restaurants and supermarket pipeline to bring on consistent new business

- Grow and develop current accounts to increase revenue base
- Maintaining an in-depth understanding of the company's services to advise and make suitable recommendations to customers
- Execute a daily structure of outbound calls, emails and timely response to inbound leads

Lighthouse for Lighting Equipment

Oct 2021 – April 2023

Bussines Owner

- Preparing action plans to identify new customers and projects , actively and effectively searching out new leads and sales prospects.
- Building/maintaining strong relationships with customers.
- Providing regular sales forecast and project pipeline updates.
- Understanding competitive landscape and key market drivers.
- Working closely with Architects, local/regional Governments, Specifiers, Contractors and Value-Added Partners generate leads, secure specifications and projects, to ultimately deliver the agreed level of sales volume and profits.

Qualifications

- SCADA and HMI course.
- Advance Selling Skills course.
- MS Office.
- Revit MEP Basics
- Fire Fighting Basics

Education

Electrical Engineer

Sep 2012 – Dec 2017

Sudan University for Science and Technology

Interests

- Sales.
- Management.

References

References available upon request.