



AHMED IBRAHIM

Sales Engineer

PROFILE

Entrepreneurial Sales Engineer with excellent business acumen and proven history of driving technical sales and revenue growth. Friendly and outgoing to build key relationships through communication, customer service and negotiation skills. Successfully leads and motivates teams to execute business opportunities and close sales in fast-paced environments with tight deadlines.

CONTACT

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+974-33264699

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LANGUAGES

Arabic – native language.
English – Fluent user.
German – Proficient user.

SKILLS

- Microsoft Office fluency.
- Customer satisfaction.
- Negotiation skills.
- Sales processes
- Teamwork and collaboration
- Organization and time management.
- Excellent communication and interpersonal skills.
- Excellent time management skills.

EDUCATION

University of Khartoum

November 2012 – November 2017

Bachelor of Science in Mechanical engineering

WORK EXPERIENCE

Mohammed Karrar for trading & services. Sales Engineer.
February 2023–April 2023

Key Achievements & Responsibilities

- Increasing the selling channels by creating distributors, which contributed to increasing the Revenue.
- Developing and maintaining a strong working relationship with key customers.
- Exceed Monthly KPI targets through astute new business generation and export sales strategy.
- Developed and implemented product marketing plans to reach target customers.
- Provided sales forecasts for product sales opportunities within assigned accounts.
- Create a time frame for project management.
- Designing engineering system for various projects.
- Developing and reviewing plans and engineering drawings.
- Reviewing material submittals and specifications.
- Coordinate project works with other departments and units.

Al Manna foods & beverages. Mechanical engineer
February 2022 – February 2023

Key Achievements & Responsibilities

- Diagnose breakdown problems and issue repair orders.
- Schedule maintenance requests and ensure the availability of resources required for them.
- Ensure the suitable selection of new machines by negotiating with suppliers and contractors.

- Analytical aptitude.
- Robust critical thinking.

- Supervise the design and fabrication of machine elements and spare-parts required.
- Commission, operate and repair diesel generators and compressed air systems.
- Manage and control maintenance workshop along with tools and equipment.
- Dealing with emergencies, unplanned problems and repairs.
- Prepare KPI to assess the maintenance department.
- Implement and follow up on Preventive maintenance schedule.
- Provide monthly maintenance (PM & CM) reports.

Autobash Co.Ltd. Sales Engineer.

November 2018–January 2022.

Key Achievements & Responsibilities

- Preparing and developing technical presentations to explain company's products or services to customers.
- Discussing Product's needs and system requirements with customers and engineers.
- Collaborating with sales teams to understand customer requirements and provide sales support.
- Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries.
- Researching, developing and modifying products to meet customers' technical requirements and needs.
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management.
- Setting and achieving sales goals and quotas.
- Training other members of the sales team on the technical aspects of the company's products and services.

University of Khartoum. Teaching assistant.

November 2017–November 2018.

Key Achievements & Responsibilities

- Assisting faculty with their teaching duties, including: preparation of course materials, mentoring students in need of help and proctoring examinations, etc.
- Supporting and supervising students in relation to learning strategies.
- Recognizing student's difficulties, achievements, and reporting to management accordingly.
- Preparing weekly reports on material covered, student attendance, and evaluation. - Assisting with class presentations, planning, grading, and quizzes.

References shall be provided upon request