

# ABDALLAH ELTAYEB

**Sales Engineer, Sales Specialist, Sales Executive, and Account Manager.**

## BASIC INFORMATION

Al Wakrah, Qatar

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## WORK EXPERIENCE

### Sales Engineer/Founder

**Oct 2021 - April 2023**

Lighthouse for Lighting Equipment

- 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 forecasts and project pipeline updates.
- Understanding the competitive landscape and key market drivers.
- Working closely with Architects, local/regional Governments, Contractors, and Value-Added Partners to generate leads and secure specifications and projects to deliver the agreed sales volume and profits.

### Sales Representative

**Dec 2020 - Oct 2021**

Lemon Labs

- Develop new restaurants and supermarket pipelines 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

customer recommendations.

- Execute a daily structure of outbound calls, emails, and timely responses to inbound leads

### Sales Engineer

**Mar 2020 - Oct 2020**

Star Bright Co.Ltd.

- Generate new business opportunities in the mining, industrial, power, and renewable sectors.

Organize 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.

## **Counter Sales Engineer**

**July 2019 – Mar 2020**

Musa Mahjoub for Electrical Equipment

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

## **SKILLS**

- Team Working.
- Work under Pressure.
- Lead Generation.
- Dialux Evo.
- AutoCAD Electrical.
- LED Lighting Systems.
- Advance Selling Skills.
- Sales Operation.
- Market Research.
- Knowledge Acquisition.
- Problem Solving.
- MS Office.
- B2B Sales.
- Account Management.
- Business Development.
- Communication skills.
- Negotiation skills.
- Time Management.
- Customer Satisfaction.
- Cold Calling.
- Entrepreneurship.

## **EDUCATION**

Electrical Engineer

Sep 2012 - Dec 2017

Sudan University for Science and Technology

Bachelor's Degree in Electrical Engineering Control Section.

## **LANGUAGES**

- Arabic
- English