

ELsadiq Mahir

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SUMMARY

Mechanical engineer with an exciting five-year journey in sales, where I've thrived in promoting building materials, air conditioning systems, and automobile spare parts. My mechanical engineering roots have allowed me to delve into the dynamic worlds of manufacturing, construction, quality control, HSE (Health, Safety, and Environment), and inspection. My enthusiasm for continuous learning shines through my diverse array of certifications, including HVAC, firefighting, BMS systems, NDT methods at level 2, IOSH-MS, hydraulic systems, ISO 45001, and ISO 9001. I'm eager to contribute my expertise and drive to your team.

EDUCATION

SUDAN UNIVERSITY OF SCIENCE & TECHNOLOGY
Bachelor of Science in Mechanical Engineering with Honors

Khartoum, Sudan

Graduation: 2017

PROFESSIONAL EXPERIENCE

EXCELLENCE GENERATION CONTRACTING
HSE Officer

Doha, Qatar
Jul 2023 – Present

Responsibilities:

- Safety Orientation Program: Developed and conducted a comprehensive safety orientation program for new employees.
- Site Safety Assessment: Conducted immediate site assessments and implemented safety measures.
- Emergency Response Plans: Updated and improved emergency response plans for seamless coordination during critical situations.
- Toolbox Talks: Initiated impactful toolbox talks to promote safety awareness.
- PPE Management: Implemented effective Personal Protective Equipment (PPE) audit processes.
- Communication: Fostered open communication and addressed worker safety concerns.
- Regulatory Compliance: Ensured immediate compliance with safety and environmental regulations.
- Stakeholder Collaboration: Collaborated with key stakeholders to ensure safety commitment.
- Data Collection: Initiated safety data collection for progress tracking and improvement.

HISENSE
Sales Engineer

Khartoum, Sudan
Mar 2023 – Jun 2023

Responsibilities:

- Promoted the Hisense value proposition by aligning customer objectives with Hisense solutions, enhancing their competitive advantage.
- Cultivated and managed long-term customer relationships, ensuring high satisfaction levels throughout the sales process.
- Developed a network of contacts and collaborated effectively within the Hisense organization to support customer satisfaction and generate leads.
- Prepared high-quality estimates, bids, and proposals, enhancing the competitiveness of offers.
- Conducted negotiations to secure sales and coordinated delivery, installation, and maintenance processes.

Achievements:

- Spearheaded a data collection initiative, cataloging details of 3000+ Sudanese companies, facilitating potential sales opportunities.
- Implemented an efficient document management system used by 20+ staff members across 100+ orders, streamlining operations.
- Supervised a team of 10 technicians, successfully overseeing the installation of over 120 air conditioning units.

ALDARB ALAKHDAR DEVELOPMENT CO**Sales Executive****Khartoum, Sudan**
Nov 2020 – Mar 2023**Responsibilities:**

- Prepared sales reports and attended meetings.
- Addressed customer complaints and occasionally deputized for the manager.
- Executed approved sales plans, ensuring monthly targets were met.
- Engaged customers, provided product information, and managed inventory.
- Assisted with cost calculations and ensured adherence to sales policies.
- Processed accurate sales orders.

Achievements:

- Consistently exceeded sales targets, achieving the highest monthly revenue seven times.
- Implemented an automated sales management system, still in use, which tracked over 5,000 orders.
- Collaborated on product catalogs, enhancing sales team knowledge.
- Pioneered an 'online-first' sales strategy, influencing company-wide adoption.

EMIRATES STAR MOTORS SUZUKI**Sales & Quality Control****Khartoum, Sudan**
Mar 2019 – Nov 2020**Responsibilities:**

- Managed spare parts sales, maintenance follow-up, and customer satisfaction.
- Coordinated efficient spare parts transport based on customer needs, including expedited shipping via airplane.
- Calculated and maintained accurate records of spare parts costs and sale prices.
- Approached transactions with a sales-oriented approach, upselling products, and services to clients.
- Ensured commercial, legal, and contractual compliance in procurement transactions.
- Developed cost-cutting and synergy strategies for approved budgets.
- Achievements:
- Processed an average of 60 monthly spare parts orders, spanning various automotive components, with a strong focus on quality control, ensuring customer satisfaction.
- Established and managed a thriving online community of over 200 Suzuki car owners on Facebook and WhatsApp, resulting in lead generation for part and maintenance orders.

Achievements:

- Processed an average of 60 monthly spare parts orders, spanning various automotive components, with a strong focus on quality control, ensuring customer satisfaction.
- Established and managed a thriving online community of over 200 Suzuki car owners on Facebook and WhatsApp, resulting in lead generation for part and maintenance orders.

ENGINEERING SERVICE DESIGN (ESD)**Mechanical Engineer/ Inspector****Khartoum, Sudan**
Jul 2018 – Mar 2019**Responsibilities:**

- Approval of Corrective and Preventive Actions: Ensured formal approval and closure of Corrective and Preventive Actions proposed by contractors, addressing nonconformance, discrepancies, and quality issues.
- Subcontractor Competence Evaluation: Evaluated the technical competence of subcontractors to execute assigned tasks effectively.
- Progress Reporting: Assisted the Project Planner in preparing weekly and monthly progress reports.

Achievements:

- NDT and CWI Certifications, API 570 and API 653 Courses. And Led Field Testing in Port Sudan

ADDITIONAL INFORMATION

- Technical Skills: M.S. Office, Python, Odoo ERP
- Languages: Fluent in Arabic (native), English
- Certification: IOSH–MS, NDT methods, HVAC, Fire Fighting, BMS system, Hydraulic, ISO45001, ISO9001.