

Muiyad Babiker

Senior Sales Engineer



Objective

Aspiring for the position of Sale Engineering at your reputed company which would enable me to utilize my proficiency in engineering fundamentals along with strong interpersonal skills for achieving organizational objectives

Location: Doha-Qatar

D.O.B: Apr 30, 1991

Nationality: Sudanese

Phone Number: +974 51150155

Email: moayadmamoon34@gmail.com

LinkedIn Profile : www.linkedin.com/in/moayad-mamoon

Valid Qatari Driving license

working Experience

Jan 2021-sep 2023

Senior Sales Engineer

Jul 2015-Dec 2020

Sales engineer

*Sudanese Tractor Company
(SUTRAC)-DAL Engineering Co
dealer of Caterpillar & XCMG in
Sudan*

Khartoum- Sudan

- Heavy Equipment Professional Sales Engineering
- Served customers by identifying their needs and engineering adaptations of products, equipment, and services.
- Identified current and future customer service requirements by establishing personal rapport with potential and actual customers and others in a position to understand service requirements.
- Provided product, service, or equipment technical and engineering information by answering questions and requests.
- Established new accounts and services accounts by identifying potential customers and planning and organizing sales call schedule.
- Prepared cost estimates by studying all related customer documents, consulting with engineers, architects, and other professional personnel.
- Gained customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Prepared sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be

Skills

Problem-Solving abilities
Customer service orientation
Negotiating skills
Presentation skills
Sales skills
Communication skills
Team player
Time management
Product service
Invitation to tender
Relationship development
Mechanical engineering
Outstanding Interpersonal skills
Key account management

Languages

Arabic
English

Computer Skills

Microsoft Office
ERP (Dynamic 365)
SAP (E-Connect)
Power BI

Certifications & Courses

Six Sigma Yellow Belt
Capital Budgeting & Capex for New Project
Finance for Non-Financial Managers Training
Business Correspondence
Fundamental & Consultative selling Course
providing customer focused service
Advance First Aid & CPR Training Course
Critical thinking and problem solving
Managing your sales process
Negotiation skills
Persuasive selling
Problem solving techniques
Sales management foundations
Sales negotiation
Sales time management
Sales: closing strategies
Six sigma: green belt
Supply chain for everyone
Sales strategy: how to effectively sell your product or service

Education

Khartoum-Sudan
May 2008 – June 2013
BSc. in Mechanical Engineering (Honor).
College of Engineering
Sudan University of Science and Technology

References

Abdelrahim Elzubair
Sales Manager | Sudanese Tractor Company- DAL Group
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Phone: +249125000060

addressed, recommending options and courses of action, and implementing directives.

- Contributes to team effort by accomplishing related results as needed.