

Almustafa Mohammed Ali Ahmed

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Location: Building 58 - Street 450

Al-Rayyan - Qatar

Summary:

As a Sales Engineer with a proven track record of driving, I Possess a strong combination of technical expertise and persuasive communication skills, I am seeking to be responsible for driving sales by targeting new prospects and cultivating existing customer relationships to achieve high rates and customer satisfaction, I am looking for a challenging role where I can leverage at engineering and sales background to contribute to the success of the business.

Education:

University of Khartoum,

Faculty of Engineering Bachelor of Science(Honours),

Mining Engineering (Second Class – Division II) (Oct2015 – Dec2021).

Work Experience:

GTX Technology Company - Sudan

Jan2023 - Aug2023

Job Title: Sales Engineer

Tasks and Responsibilities:

- Product knowledge, development, and understanding of technical features of electronic products such as laptops.
- Collaborate with the sales team to understand customer requirements and propose appropriate technical solutions.
- Build and maintain strong customer relationships, and act as a trusted technical advisor.
- Understand customers' needs and propose customized solutions to meet their specific requirements.
- Assist in preparing quotations by providing technical details and specifications.
- Contribute to the development of sales strategies and tactics based on market trends and customer feedback.
- Assist in resolving after-sales technical issues and coordinate with support teams to ensure customer satisfaction.
- Work with the sales team to create compelling value propositions for customers.
- Effectively communicate client needs to the R&D teams for future product enhancements.
- Keeping up to date with competitive and new products.
- Supporting pre-and post-sales to customers.

Alnawatee for Gold & Copper Company - Sudan

Oct2022 - Dec2022

Job Title: Process Engineer

Language:

- Arabic: Native Language.
- English: Very Good

Soft Skills:

- Product Knowledge.
- Customer Engagement.
- Excellent presentation and creativity skills.
- Proof of Concept (POC) Management.
- Ability to forge strong, long-lasting relationships with senior executives.
- Sales Strategy.
- Documentation.
- Data analysis.
- Negotiation skills
- Technical knowledge.
- Sales Support.
- Proposal Development.
- Proof of Concept (POC) Management.
- Collaboration with Internal Teams.
- Post-Sales Support.
- Willingness to travel
- Product Offers.

Skills:

- Microsoft (Excel, Word, and Power Point).
- Typing Speed
- Data Entry (Remote).
- Autodesk AutoCAD.

Courses and Certificates:

- Product Management Essentials - Coursera Platform (9/7/2023).
- Introduction to Social Media Marketing - Coursera Platform (9/7/2023).