

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 looking for a challenging role where I can leverage my 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:

Barakat Spares Company Limited - Sudan

Jan2023 -Aug2023

Job Title: Sales Engineer

Tasks and Responsibilities:

- Prepare and deliver presentations to clients, showcasing the benefits and features of the spare parts.
- Prepare accurate and competitive quotations for spare parts based on customer requirements.
- Provide feedback to the product development team based on customer insights and market demands.
- Coordinate with internal teams, such as logistics and inventory, to fulfill customer orders efficiently.
- Collaborate with the customer service team to ensure a high level of customer satisfaction.
- Depending on the nature of the business, i am ready to willing to travel to meet clients, attend trade shows, and participate in industry events.
- Negotiate prices and terms with customers to ensure a win-win situation for both parties.
- Stay in regular contact with clients to understand their changing needs and preferences.
- Facilitate the order processing and ensure timely delivery of spare parts to customers.
- Maintain accurate records of sales activities, customer interactions, and order details.
- Assist customers in identifying the right spare parts for their specific applications.
- Highlight the advantages of choosing your company's spares over competitors.
- Cultivate strong relationships with key customers, distributors, and partners.
- Prepare reports on sales performance, market trends, and customer feedback.
- Address and resolve customer concerns or issues related to spare parts.
- Provide technical support during the pre-sales and post-sales phases.

Alnawatee for Gold & Copper Company - Sudan

Oct2022 - Dec2022

Job Title: Process Engineer

Language:

- Arabic: Native Language.
- English: Very Good

Soft Skills:

- Ability to forge strong, long-lasting relationships with Customers.
- Excellent presentation and creativity skills.
- Sales Strategy.
- Documentation.
- Data analysis.
- Technical knowledge.
- Post-Sales Support.
- Willingness to travel.
- Product Offers.
- Negotiation skills.

Skills:

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

Courses and Certificates:

- Product Management Essentials, from University of Maryland - Coursera Platform Jul2023.
- Introduction to Social Media Marketing, from Meta - Coursera Platform Jun2023.