



**Muhammed Hafiz Abuagla Ahmed – Al Rayyan, Qatar**

**EV Branch Supervisor**

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An experienced business manager with an electrical engineering bachelor's degree. For over four years, an entrepreneur mindset has been developed. Experience has been gained through working in various departments like Sales Department, Aftersales Department, Business Development, and managed to establish EV branch as Project Supervisor.

## **Experience**

**EV Branch – Project Supervisor** ▪ February 2023 – January 2024

**Salman Group, EV Branch** ▪ Cairo, Egypt

Contribution started by studying the local market and providing feasibility study for electric vehicle sales and services in Egypt. Studies showed that being an agent of a well-known automotive manufacturer will increase business growth opportunities in the market.

Work continued by determining which brands and models to sell as dealers and selected EV charging solution types based on charging protocols and country electrical regulations, which resulted in branch growth and company reputation. Some of roles:

- Provide training for the sales team and illustrate components of electric cars and their importance.
- Guide sales team and provide simple illustrations to help them know main electric car specifications.
- Provide monthly reports about the project directly to the general manager of the company.
- Supervise the maintenance services on electric cars.
- Approve company products: Smart Chargers, Software Updates, Diagnosis Devices etc.

**Regional Sales Supervisor** ▪ November 2022 – January 2023

**Salman Industrial Solutions – Taiwan Sanch Electric Agent** ▪ Cairo, Egypt

Managing Alexandria governorate and Al Fayyoun governorate, as sales executive of main distributors. Moreover, taking responsibilities for sales team supervision and their KPIs monthly evaluation (targets, leads reports, etc.). Some of roles:

- Creating sales plan for Alexandria governorate and Al Fayyoun governorate.
- Monitoring and redirection of marketing campaigns to support sales plan under execution.
- Recommending business development ideas, based on market analysis and particular industry (Plastic, Steel, Glass, Solar pumping, etc.)
- Managing sales team and making training plans for employees.

**Aftersales Technical Officer ▪ March 2022 – October 2022**  
**Salman Industrial Solutions – Taiwan Sanch Electric Agent ▪ Cairo, Egypt**

Responsibility for aftersales services of SANCH Electric products and Salman IS services that delivered for Egypt and Sudan. I maintain business relationships and collaboration development. Some of roles:

- Perform periodic client visits, and make sure products are functioning as they are supposed to.
- Responding to clients' issues and collaborating with technical support to deliver as fast as efficient solutions.
- Evaluate warranty issues and collaborate with Taiwan SANCH after sales department to guarantee a satisfying customer experience.
- Reporting to Taiwan SANCH and contribute to innovative aftersales experience.

**Outdoor Sales Engineer ▪ July 2021 – February 2022**  
**Salman Industrial Solutions – Taiwan Sanch Electric Agent ▪ Cairo, Egypt**

Since the company’s main clients were engineers, so based on engineering background, full technical explanations of our product features should be delivered and achieving sales targets. Solutions inside and outside Egypt have been provided for three sectors, Industrial Automation, Elevators Controllers, Solar Energy.

Also new client networks have been established, and new distributors were successfully added, which led to long-term business deals. Some of roles:

- Meeting clients in person (i.e. engineering department, procurement specialists, supplying companies)
- Develop technical understanding of the devices and be able to perform basic technical installation and basic modifications
- Develop and maintain relationships with old clients and build new ones
- Help in client’s project requirements and follow up the project schedule and payment terms
- Utilizing reports and use them to analyze the field market and provide sale plans
- Following sales target and monitoring curves

**Skills**

- ✓ Teamwork
- ✓ Communication
- ✓ Collaboration

✓ **Leadership**

✓ **Coaching**

✓ **Analytic Thinking**

✓ **Relationship Building**

✓ **Time Management**

✓ **Problem Solving**

✓ **MS Office**

✓ **Report Writing**

✓ **Sales Forecasting**

## **Education**

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**Faculty of Engineering - Sudan University of Science and Technology**

2020 ▪ B.Sc. Electrical Engineering

Graduation Project “Implementation of Optical Wireless Charging System”

## **Languages**

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English – Fluent

Arabic – Native

## **Personal Information**

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Date of Birth: 12-6-1997

Nationality: Sudanese