

MOHAMED BACEM JEMAA



BASIC INFORMATION

Street Zuhal- AL Muntzah - Doha, Doha - Qatar, Qatar Driving License
M.bacem.jemaa@gmail.com, +97466806907

SUMMARY

Dynamic sales professional with a proven track record in exceeding targets. Strong in client relationship building, effective product communication, and delivering impactful sales presentations. Skilled in preparing quotations and ensuring customer satisfaction. Committed to achieving and surpassing sales objectives.

WORK EXPERIENCE

Sales executive

JAN 2024 - Present

REVIVE Digital solution

- Reached out to potential customers over the phone, finding opportunities to promote building materials such as water pumps and motors on our online marketplace
- Made sure the prices in my quotes were accurate and fair for customers.
- Managed the whole process of getting orders ready, making sure everything went smoothly, and customers got their building materials on time, making them happy.
- Took quality pictures of the building materials we sell, put them online, and added details about how they work. This helped make our products look good and easy for customers to find.

HVAC & Fire protection Supervisor

April 2021 - DEC 2023

NAFFCO- Qatar Factory for firefighting Equipment & Safety System

- Responsible for the installation and testing of fire protection systems including smoke Exhaust fans, fire curtains, Fire Alarm as per the project schedule and approved Shop drawings
- Monitor workers daily activities and performance against the project schedule
- Coordinate with Design team for implementation of the shop drawings as per site conditions and provide necessary inputs for AS BUILT preparations
- Conducts fireprotections, exhaust fans (jet fans, Axial fans), fire curtains, Fire pumps, Fire Alarm inspections as per project Manager instructions
- Supervise installation of Electrical cables, cable trays, MCC Panels, FSCP
- Testing and air balancing of car park ventilation system, Staircase pressurization
- Ensure all new employees have received appropriate safety induction and training

Sales Executive

MAR 2020 - APR 2021

Doorly- Tunisia

- Welcomed customers warmly, creating a friendly atmosphere in the showroom specializing in doors, windows, and accessories.
- Demonstrated expertise in doors, windows, and accessories, effectively explaining features and benefits to help customers make informed decisions.
- Conducted hands-on product demonstrations, allowing customers to experience the quality and functionality of showcased items.
- Guided customers through the sales process, addressed inquiries, and confidently closed sales transactions, ensuring high levels of customer satisfaction and a positive shopping experience.

Ensure that all HVAC equipment are in a proper and serviceable condition

EDUCATION

Controls and industrial automation Engineering

SEP 2018 – DEC 2020

Engineering Training Center of Mechatronics in Borj Cedria-Tunisia

Design of electric Control panels used in industrial applications
Programming of industrial controllers and Fire Alarm panels

Operation multiple HVAC systems

Maintenance and application of Fire Alarm system in commercial and industrial buildings

Maintenance and troubleshooting of electrical control panels and equipment

Maintenance Engineering Technician

April 2015 – April 2017

Training center of Mechanical system- Nabeul – Tunisia

Maintenance and troubleshooting of different mechanical Equipments : Pumps, extraction fans ,

Testing and Installation of mechanical motors pumps, fans

QUALIFICATIONS

- Good knowledge in Microsoft office : Excel – Word– Power point
- Highly motivated Supervisor with willingness to learn new systems
- fluent in speaking and reading in English
- Good experience of programing VFD and industrial controllers
- Good experience in maintenance and troubleshooting of electro-mechanical systems
- Building Management Systems (BMS)
- Onsite system verification and operation
- Planned preventive maintenance activities
- Testing and commissioning of fit out projects
- Site coordination
- Field device testing/commissioning
- Technical issue resolution
- As-built documentation creation
- End-user training

INTERESTS

Football , Video Gaming