



Alaa Aldeen Alfawaka, PMP | 8+ Years of Experience

Successful record as a Sales Engineer & Coordinator

Doha, Qatar

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Phone: (974) 30545289

Nationality: Jordanian

QID with NOC

Driving License

CORE COMPETENCIES

English and Arabic
MS Office: Word, Excel, PowerPoint
Supplier Relationship Management

Teamwork
Contract Negotiation
Supply Chain Management

Strategic Sourcing
Procurement Strategy
Vendor Management

WORK HISTORY

Coordinator, New Classic, Doha, Qatar

Dec 2023 – Jun 2024

- Coordinate site activities, resources, equipment, and information.
- Generate Sales for Access panels/Ceiling tiles.
- Manage inquiries and orders.
- Responsible for all matters related to ensuring service provision with the required quality.
- Solve potential problems with customers.
- Liaise with clients/consultants to identify and define project requirements, scope, and objectives.

Sales Engineer, Mezher HVAC, Amman, Jordan

Jun 2016 – Oct 2023

- Responsible for all matters related to ensuring service provision with the required quality, and performing agreements with customers.
- Making official bids and following up on their progress.
- Responsible for completing engineering implementation processes that conform to the agreed specifications.
- Solve potential problems with customers.

EDUCATION

Bachelor of Science, Civil Engineering, Jordan University of Science and Technology, Jordan

2016

CERTIFICATIONS

Project Management Professional, Project Management Institute, USA

2023