

BEKHDADI YUCEF

Sales Engineer

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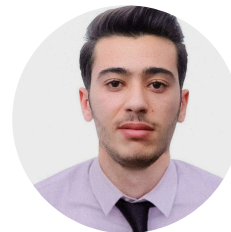
youcef-bekhdadi-078bb01a1

Age : 28 Years

Youcef.bekhdadi067@gmail.com

Doha

Valid QID with NOC



EXPERIENCE

Sales Engineer

Vertex engineering

01/2023 - Present Doha, Qatar

- Generate new sales leads & opportunities
- Make appointments & meet customers to take their requirements
- Organizing visits for interested clients to our laboratory to showcase our work and materials, and to explain our working methods
- Prepare and deliver technical proposals, quotations and presentations
- Perform necessary follow ups for successful closing of the sale & payment
- Ensuring follow-up after task completion to ensure timely and accurate delivery of certificates, and planning for their issuance
- Achieve and exceed sales targets
- Provide technical support and guidance to clients
- Negotiate and manage conflicts
- Full understanding of principles of calibration
- Manage the continual improvement of calibration guides, process flow and standardization of calibration development

Instrumentation and control Engineer

Sophal

11/2020 - 12/2022 Oran Algeria

- The on-site commissioning of equipment, including ICA (Instrumentation, Control, and Automation) motors, control panels and their associated control gear/MCC's, PLC's, and Telemetry
- Verification of schematic diagram: Electrical Drawing, SCADA /PLC cabinets, P&ID, Mechanical diagram, etc
- Preparing Instrument Schedules & Instrument Data Sheets
- Plan and supervise In-house calibration of the measuring instruments.
- Responsible for overseeing the electrical performance of HVAC equipment, including power supply, VFD, blower motor, grounding continuity, protective devices, etc

Business Development executive

Max Sensor

01/2020 - 11/2020 Oran Algeria

- Actively promoted Ashcroft Industrial Instruments products as the representative of the brand in Algeria
- Developing and presenting proposals customized for each client's specific business needs
- Provided high-quality customer support by answering inquiries, providing detailed product information, and handling any potential complaints
- Ensuring excellent customer service through regular client follow up
- Maintaining client activities in CRM
- Responsible for technical assistance in case of installation problems or breakdowns

CERTIFICATION

Qatar Driving license

ISO/IEC 17025:2017

SUMMARY

Experienced Electronics Engineer with over 4 years in engineering and sales. Possessing a solid technical foundation, I excel in identifying new market opportunities and effectively influencing clients. Dedicated and results-oriented, I am seeking new challenges to further my career. Fluent in Arabic, English, and French, I leverage strong interpersonal skills and a confident presentation style to connect with diverse audiences, foster collaborative relationships, and drive impactful results.

LANGUAGES

Arabic

Native



English

Proficient



French

Proficient



SKILLS

Business Development, Sales, Negotiation, Communication

Market Research, Lead Generation, Time Management

CRM software, Microsoft office suites

Problem-Solving, Electrical and Electronics Engineering

EDUCATION

Master's degree in electronics

University of Science and Technology
Oran

2017 - 2019

Bachelors of Electrical engineering

University of Science and Technology
Oran

2014 - 2017