

# Ibrahim Elsayed Abdelghafar

Sales Engineer

Technical Sales Engineer

Business Development Engineer



Mechatronics Engineering



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Military Service: Completed



Age: 26 years old

## Objective:

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To revolutionize sales strategies as a dynamic **Sales Engineer**, blending technical expertise with a passion for customer engagement. I aim to transform challenges into opportunities, forge meaningful client partnerships, and drive sustainable growth in industries like **elevators, construction, steel, and real estate**. Fueled by curiosity and innovation, I aspire to contribute to a forward-thinking company where ideas thrive, and success is built collaboratively.

## Work Experience:

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### Sales Engineer | AL-Dar Elevators (Egyptian Engineering Industrial), Giza.

Nov 2021 – Present

- Promoting and selling AL-Dar Elevator products to potential clients.
- Conducting detailed market studies to identify trends and customer needs within the elevator industry.
- Driving business development initiatives to expand the company's market presence.
- Building and nurturing relationships with existing and prospective clients.
- Collaborating with internal departments, including logistics, collections, and accounting, to ensure seamless project execution.
- Assisting in creating reports and presentations aligned with company standards.
- Supporting cross-functional teams in achieving organizational goals.

### Sales Engineer | El Ola Steel Group, Giza.

Remotely: Dec2023 – Present

- Conducting market research to identify potential customers and industry trends.
- Building and maintaining strong relationships with clients to drive sales and customer retention.
- Preparing and delivering tailored proposals and technical presentations.
- Collaborating with internal departments to meet customer needs and ensure successful project execution.
- Providing after-sales support and addressing client concerns promptly.
- Reporting sales performance and market insights to senior management.

### Senior Sales | Al-Sab3 Real Estate Company, Cairo.

May 2018- Oct 2021

- Led the sales team and achieved revenue goals.
- Developed effective sales strategies and expanded the client base.
- Organized marketing campaigns and events to promote real estate projects.

### Sales | Domain Real Estate Company, Cairo.

Jan 2017- Apr 2018

- Presented commercial offers and negotiated with potential clients.
- Supported the sales team in achieving monthly sales targets.

### Sales | Aqar Group, Mansoura.

Jan 2014- Oct 2016

- Presented commercial offers and negotiated with potential clients.
- Supported the sales team in achieving monthly sales targets.

## **Education:**

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**BSc of Mechatronics Engineering**  
**Modern University for technology & information**

Sep 2016 – Sep 2021

- Cumulative Grade (GPA): Good (2.87)
- Graduation Project: Bionic Arm
- Graduation Project Grade: Excellent»

## **Personal Skills:**

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- **Communication:** Present technical and commercial info effectively to clients and team.
- **Negotiation:** Skilled in negotiating deals, contracts, and pricing.
- **Problem-Solving:** Quick to identify challenges and find effective solutions.
- **Time Management:** Manage multiple projects while meeting deadlines.
- **Relationship Building:** Build and maintain long-term relationships with clients, vendors, and partners.
- **Adaptability:** Flexible and quick to adjust to market changes.
- **Team Collaboration:** Collaborate with teams to achieve business goals.
- **Leadership:** Guide and motivate team members to meet targets.
- **Customer Focus:** Understand client needs and provide tailored solutions.

## **Technical Skills:**

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- Social Media Content Creation
- Understanding the Digital Marketing Concepts
- Email Marketing
- Twitter, Facebook and Instagram Marketing
- WhatsApp and Telegram Marketing Campaigns
- Create loyal community for the brand
- Persuading and negotiating skills
- Ability to make successful Branding awareness
- Making Connections with potential clients

## **Tools:**

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Microsoft Office	CapCut	Solid Work	CAD
Adobe Premiere	Marketing Tools	Canva Pro	

## **Languages:**

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- **Arabic** (Native)
- **English** (Good)