

SUMMARY

Innovative problem-solver with a strong background in technical knowledge and client relationship management. Experienced in sales engineering, proficient in translating complex technical concepts into compelling solutions. Demonstrates a solid understanding of training and mentoring, fostering long-term partnerships. Dedicated team player with excellent communication and analytical skills, committed to client satisfaction and business success.

CONTACT DETAILS

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HANDLING EQUIPMENT

- ➔ **Graywolf**-USA-Indoor air quality
- ➔ **Ion Science**-UK-Gas Detector
- ➔ **Air Sense**-Canada-Outdoor air quality
- ➔ **Scentroid**-Canada-Outdoor Air Quality
- ➔ **MARS**-USA-Air curtains
- ➔ **HOBO**-USA- Data Loggers
- ➔ **TCR-TECORA**-Stack Emission sampling system
- ➔ **Technoac**-Russia-underground pipe and cable locator

KEY SKILLS AND CHARACTERISTICS

- ➔ Technical presentation and demonstration development
- ➔ Implementation of customer relationship management (CRM)
- ➔ Management of technical aspects in RFI responses
- ➔ Conducting comprehensive product training

SHEIK MOHAMED



WORK EXPERIENCE

Sales engineer

Spring international trading WLL Doha Qatar
07/2023-current

- **Enhanced customer experience** by providing detailed product information and demonstrations, securing new business contracts through effective client presentations.
- **Developed comprehensive technical proposals** for client approval and coordinated successful trade shows and exhibitions to promote the product range
- **Managed a portfolio of accounts**, balancing competing demands while maintaining service quality standards and collaborating with manufacturers for accurate product specifications.
- **Prepared accurate cost estimations** for equipment installation and maintenance, ensuring efficient project execution
- **Monitored competitor activity** to stay ahead of market trends and prices, adjusting strategies accordingly.
- **Cultivated strong client relationships** by understanding their needs and delivering tailored solutions, contributing to long-term business growth and client satisfaction

ROLES AND RESPONSIBILITIES:

- Handled the clients' SAP portal.
- Received RFQs, obtained prices from suppliers and manufacturers, and submitted offers before deadlines.
- Evaluated tender documents, BOQs, drawings, and material specifications.
- Assessed tender and job inquiries for instruments.
- Communicated with manufacturers and followed up for pricing.
- Provided timely technical submittals and commercial offers in line with client requirements.
- Offered techno-commercial support and services to secure orders.
- Sent purchase orders to manufacturers and tracked deliveries.
- Coordinated shipments through DHL, UPS, and other services, and managed online supplier invoices.
- Created delivery notes and scheduled material deliveries to stores or sites.
- Prepared and submitted invoices for supplied materials.
- Maintained documentation and records for each customer.

Sales and Service engineer

Tele link engineering and contracting, Fujairah, UAE
10/2021 - 04/2022

- **Technical Support and Service:** Provide technical support and troubleshooting for ELV systems, including CCTV, access control, fire alarm systems, and more. Conduct on-site installations, maintenance, and repairs to ensure optimal system

- ➔ Technical support during sales calls and meetings
- ➔ Providing customer feedback for product development
- ➔ Development of customs demonstration for clients
- ➔ Collaboration with sales and engineering team
- ➔ Manufacturing Knowledge
- ➔ Data management
- ➔ Account management
- ➔ Product knowledge

AREA OF INTEREST

- ➔ Procurement
- ➔ Tender Preparation
- ➔ Operation Co-Ordinator

LANGUAGES KNOWN

- ➔ English
- ➔ Arabic
- ➔ Tamil

PERSONAL DATA

QID Number : **29535642778**

Driving License : **Qatar**

Passport No : **N4123391**

Date of birth : **04/02/1995**

Nationality : **Indian**

performance.

- **Project Management:** Oversee the planning, execution, and completion of ELV projects. Coordinate with clients, suppliers, and internal teams to ensure projects are delivered on time and within budget.
- **Product Knowledge and Training:** Stay updated on the latest ELV technologies and industry trends. Provide training and guidance to clients and team members on the proper use and maintenance of ELV systems.
- **Troubleshooting Skills:** Showcase your ability to rapidly and cost-effectively resolve technical issues.
- **Client Interaction:** Mention your experience in conducting pre-sales site surveys, meeting with clients, and providing expert advice on system installations.
- **Documentation and Reporting:** Maintain accurate records of sales activities, service requests, and project progress. Prepare and submit detailed reports to management and clients, outlining project status, issues, and solutions.
- **Team Leadership:** Highlight your role in leading teams, supervising subcontractors, and coordinating multiple time-sensitive projects.

Service Engineer

Global environmental company Jeddah, Saudi Arabia
10/2017-01/2020

- Monitored and measured air quality using various equipment and methodologies.
- Evaluated and conducted source emission monitoring using USEPA methods.
- Worked with continuous emission monitoring systems.
- Conducted air quality measurements using metrology and air dispersion modeling (AERMOD).
- Installed, calibrated, and processed data from testing instrumentation and equipment.
- Coordinated with staff for environmental management system protocols and compliance reports.
- Developed air quality monitoring and management protocols.
- Prepared final reports documenting monitored levels.
- Conducted measurements of:
 1. Ambient air quality using Teledyne analyzers
 2. Indoor air quality (noise, vibration, VOC's, particulate)
 3. PM10 and PM2.5 using high volume samplers
 4. Stack (source emission) monitoring using clean air isokinetic trains.

Sales and Service Engineer

Pragya communication, Trichy, India
07/2016-09/2017

- Experienced in sales and technical support for CCTV systems, including system design, installation, and maintenance. Adept at identifying client needs, providing tailored solutions, and achieving sales targets. Skilled in troubleshooting and resolving technical issues to ensure optimal system performance. Strong

EDUCATION

Bachelor of engineering: Electronics and Communications Engineering
(With Qatar Government attestation)

Anna university, Trichy, India, 2013-2016

Diploma in Electronics and Communications Engineering

Seshasayee institute of technology, Trichy, India, 2010-2013