



AYMAN HARRAZ

SALES ENGINEER

"Hold a bachelor degree in **Telecommunication Engineering** from **Bircham International University** located in Spain. I am an Egyptian and I have been living in Qatar for 30 years. I have a considerable years of experience in Sales Management with different local and multinational companies in GCC. I am native **Arabic speaker** and I do **speak English fluently**. I respect team working projects and I can work under pressure. I have a **Qatari license**. My residency is under my **father sponsorship**. As a matter of fact, I am ready to change it immediately"

CONTACTS

EMAIL: Harraz.ayman.aast@gmail.com

PHONE: +974 55984764

ADRESS: Doha- Qatar, Fereej Abdel Aziz

LANGUAGES

- Arabic : Native
- English : Fluent

SKILLS

- Sales Management
- Technical Engineering Selling Skills
- Microsoft Office, Excel, PowerPoint.
- Written communication skills
- Works well under pressure
- Excellent analytically skills
- Fast learner
- Multitasking skills

EXPERIENCE

IDECO TECHNOLOGY

2021

SALES ENGINEER

- Identified opportunities for new business in the markets follow-up sales leads and coordinate all activities to maximize new profits.
- Initiated sales process by prospecting, scheduling appointments, making initial presentations, understanding business needs, developing proposals and closing sales.
- Generated revenue by developing the market through prospecting, lead generation, qualifying opportunities, proposing solutions, forecasting, and closing sales.

VODAFONE

2020

SALES EXECUTIVE

- Presented, promoted and sold products/services using solid arguments to existing and prospective customers.
- Established, developed and maintained positive business and customer relationships.
- Achieved agreed upon sales targets and outcomes within schedule.

ALI BIN ALI

2018

TECHNICAL SALES TEAM LEADER

- Supported the sales team in achieving the sales objectives.
- Administering client accounts by tracking on project schedules & follow up with team on regular basis.
- Liaising with other members of the sales team and other technical experts and solving client problems.
- Submitted periodic review reports & attend review meeting.

WESWAY INTERNATIONAL

2012-2014

BUSINESS DEVELOPMENT LEAD

- Coach, develop, and mentor representatives to success in all aspects of the sales cycle: lead generation, qualification, forecasting, and closing opportunities, while using our channel/partner network
- Mentor employees to help them achieve individual & team objective
- Work closely with other District Sales Managers on crafting business strategy to accomplish company goals

EDUCATION

BIRCHAM INTERNATIONAL UNIVERSITY
BACHELOR OF SCIENCE
TELECOMMUNICATION ENGINEERING