

Elmodaser Anwar Soliman

Technical Sales Engineer

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Professional Summary

Technical Sales Engineer with outstanding experience in integrating technical expertise with sales strategies to promote innovative solutions in multiple fields. Strong technical background in electrical, mechanical and renewable energy technologies. Proficient in customer relationship management and market analysis with high ability to achieve sales growth and increase customer satisfaction.

Academic Experience

Education:

BSc (Hons) in Renewable Electrical Energy Engineering
Graduated in July 2024
London South Bank University {The British University in Egypt}
GPA: 3.1

Graduation Projects:

- **Group Project:** Electrical distribution at a large residential building.
- **Individual Research Project:** Green Hydrogen and Ammonia Production as a key factor in energy transition.

Additional study fields:

- During university study, I studied some business modules such as (marketing, management, entrepreneurship, economics), which increased my knowledge at managing and how companies & factories work.

Relevant Coursework:

- Sales Engineering in Energy Sector
- Digital Marketing Course
- Customer Relationship Management Course
- Negotiation Skills Course
- UI/UX Course

Work and Internship Experience:

- **Electrical Sales Engineer (Hv)** **Al Dana Switchgear | January 2025 - Present**
 - Developing and maintaining relationships with key clients, contractors, and consultants in the high-voltage electrical equipment sector.
 - Managing sales processes from initial inquiry to final delivery and after-sales support.
 - Collaborating with the engineering and procurement teams to provide optimal solutions for customers.
 - Developing and maintaining relationships with key clients, contractors, and consultants in the high-voltage electrical equipment sector.

➤ **Electrical Equipment Sales Engineer**

Elsweddy Industries | 2023 - 2024

- Analyzed customer technical needs and recommended suitable electrical equipment, increasing sales by 15%.
- Managing the sales process from submitting technical and commercial offers to negotiating and closing deals.
- Prepared periodic sales reports, achieving 90% of sales targets consistently.
- Keeping up with developments in electrical equipment and new technologies to meet changing market needs.

➤ **Sales Engineer Internship, [New and Renewable Energy Authority], [June-August 2022]:**

- Assisted in developing sales strategies for solar and wind energy solutions. Collaborated with engineering teams to tailor products to client specifications and conducted market research to identify new business opportunities, also how to make marketing and sell renewable energy products and how to increase the efficiency of them.

➤ **Internship: Electrical Engineer, [Administrative Capital for Urban Developments (ACUD)], [July 2023-August 2023]:**

- A comprehensive training program that focused on the all of electric field including the manufacturing equipment and cables to the various methods of producing and distributing electricity starting from the normal production ways of electricity to producing and using the electricity by using the renewable energy methods and It give me the opportunity to explore and visit the industry-leading companies such as (Elswedy Emas, Schnieder Electric, ABB and Egytrafo) through engaging factory visits.

➤ **Skills:**

Computer:

- Excellent knowledge of Microsoft office Programs & Social Media Applications.
- Excellent knowledge of Electrical Engineering Softwares [AutoCAD | DIALux | ETAP | MATLAB]
- Excellent knowledge of Renewable Energy Softwares [PVsyst | SketchUp | SAM]

Personal:

- **Technical Sales Expertise**
- **Presentation Skills**
- **Customer Relationship Management**
- **Excellent Communication Skills**
- **Attention to Details**
- **Market Analysis and Research**
- **Problem Solving and Negotiation skills**
- **Critical Thinking**

Language:

Arabic: Fluent

English: Fluent

French: Elementry