



HASSAN ZAYED

Mechanical Sales Engineer

Nationality : Jordanian

Address : JVC, Dubai, UAE

Phone : +905419724821

Email : hasan.f.zayed@gmail.com

Linkedin : www.linkedin.com/in/hasanzayed

SUMMARY

Trilingual Sales Engineer with a background in **mechanical engineering**, technical B2B sales, and international logistics. **Achieved 45% revenue growth in 4 months** and expanded into new markets by securing 7 distributors across the GCC, North Africa, and Eastern Europe. Skilled in lead generation, client relationship management, and partnership negotiation. Proficient in CRM/ERP systems (Salesforce, Pipedrive, SAP, Odoo), CAD software (SolidWorks, AutoCAD), and AI tools. Fluent in English, Arabic, and Turkish, with strong communication skills for technical and non-technical audiences.

WORK EXPERIENCE

Sales Engineer , VK Mattress Machinery – Istanbul, Türkiye **Apr 2025 - Present**

- Increased spare parts division revenue by 45% in 4 months through pricing optimization and strategic inventory management.
- Combined traditional sales methods—such as direct client visits, relationship building, and post-sale follow-ups—with AI-driven automation systems to generate approximately €185,000 from new leads and over €210,000 from existing clients, with total monthly revenue reaching around €395,000.
- Expanded into 7 new international markets (GCC, Tunisia, Libya, Morocco, Egypt, Argentina) by establishing new distributor partnerships and localized technical support.
- We secured exclusive distribution rights with a top Chinese lubrication technology company and laser welding machine manufacturer, bolstered our role as an official distributor in the Turkish market, streamlined sales and purchasing operations, and showcased the brand at international exhibitions to drive market entry and boost regional brand awareness.

Overseas Sales Engineer - Part Time, VABS Thread Rolling Heads (Div. of VK) **Apr 2025 - Present**

- Prepared 5+ monthly technical quotations for German and Japanese B2B clients with an 18% conversion rate.
- Managed export documentation, logistics coordination, and customs clearance, achieving 95%+ on-time delivery.
- Designed and optimized 3D mechanical components using SolidWorks and Siemens NX to support production precision and cost efficiency.

Proposal Engineer Intern , Refleks Fire Protection Systems Inc. – Istanbul, Türkiye **Feb 2025 - Apr 2025**

- Designed fire protection systems according to NFPA and EN standards, performing hydraulic network analyses via AutoCAD and SolidWorks.
- Prepared technical and commercial proposals, BOQs, and cost estimations.
- Collaborated with clients and suppliers to deliver custom-engineered fire safety solutions.

Mechanical & After-Sales Engineer Intern , ENKA Pazrlama Ihracat Ithalat A.Ş **Jun 2024 – Nov 2024**
Istanbul, Türkiye

- Conducted market and competitor analysis, assisting the company's entry into three new Middle Eastern markets.
- Supported sales negotiations and leasing agreements in English, Turkish, and Arabic.
- Repaired and maintained Hitachi hydraulic systems (pumps, valves, motors) to assist technical consultations.
- Increased spare part availability by 75% through SAP-based inventory optimization.
- Managed warranty claims and multilingual after-sales support, improving customer satisfaction.

EDUCATION

Bachelor of Science in Mechanical Engineering

Graduation: Nov 2024

Doğuş University – Istanbul, Türkiye

- Graduation Project: Ball-Joint Gear Design and Stress Analysis — awarded as one of the Top Projects.

ADDITIONAL INFORMATION

- **Technical Skills:** Engineering Software: SolidWorks, Siemens NX, AutoCAD, MATLAB, Ansys Mechanical, Python
- Business Systems: SAP, Salesforce, Pipedrive, HubSpot, Microsoft 365
- AI & Automation Tools: Apollo.ai, Clay.com, 8n8 Automation, Canva.
- **Languages:** Arabic: Native, English: Advanced (C1), Turkish: Advanced (C1)