

MAZIN MOHAMEDSALIH MUSA YAGOUB

Sales Engineer

Doha, Qatar

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Summary and Objective:

Highly motivated and performance-oriented Sales Engineer with over 3 years of experience in the sales sector, equipped with a valid Qatari Driving License and UPDA Certification. Seeking a challenging and growth-focused sales role where I can leverage my technical acumen, strategic selling skills, and strong client relationship management to drive revenue, expand market presence, and contribute to the long-term success of the organization. Committed to delivering value-driven solutions, exceeding sales targets, and maintaining a high level of customer satisfaction through consultative and solution-based selling approaches.

Education and Qualifications:

- Bachelor of science in mechanical engineering - 2021

License:

- Qatari driving license

UPDA

- Engineering registration certificate

Professional Experience:

- **Sales and Projects Engineer**, Al Ghanim Fencing Company – Qatar
June 2024 - Present
Prepared detailed cost estimates, quotations, and technical submissions for fencing projects.
Managed full project cycle: from submission of documents for authority approvals to securing PCC.
Coordinated with clients, subcontractors, and government authorities to ensure smooth project progress.
Supervised installation teams to meet quality and safety standards.
Maintained strong client relationships leading to repeated business.
- **MEP Engineer**, ALNAJM Consulting Company - Qatar
November 2023 - 2024
Making the appropriate fire fighting design according to the NFPA codes and QCD requirements and the calculation of the project using software's autocad and elite.
Making the appropriate HVAC and Ventilation design according to ASHRAE code for the project by Autocad and HAP
Monitor the project execution's and it performed according to the design
Contacting with the relevant government authorities
- **Team Supervisor**, Kilino Company - Qatar
July 2023 - November 2023
Monitor my team, provide them with the necessary cleaning equipment, and incentivize those who deserve it.

- **Sales engineer**, Jalab Company
2021 - 2022
Increase the company sales ,by convincing customers and attracting new customers
Contacting with the customers to improve the products according to customers' needs
Analysis the problems company facing and get the best solutions
- **Auto service (Internship)**, DAL Motor's Company
march 2019 - may 2019
Establish the regularly services for the Cars
Check the status of the car and discover the problem
- **MEP engineer (Internship)**, IO Engineering Company
February 2019 - march 2019
Making the fire fighting design and ensure that the fire fighting equipment was been properly installed.

Certified Training Courses:

- Firefighting on IO training Center
- HVAC on IO training Center
- plumbing on IO training Center
- Safety Management System
- Data Analysis by Excel
- Python for Data Science AI & Developement
- English For Career development
- Theoretical tybe rating on Airbus A320 CEO (cfm56 - v2500) neo (leap - pw) on ECT

Technical Skills:

- Fire fighting and HVAC calculations
- Fire fighting and HVAC design
- 2D and 3D Engineering Design (AutoCAD)
- Mathematical Computing and Analysis (Matlab, Excel)
- Strong understanding of core mechanical engineering concepts
- Analysis tools and Computer skills
- Python programming languagh
- Using HAP and ELITE software
- Fast tybing 40wpm

Soft Skills:

- Attention to Detail, Ability to accurately input and analyze data with precision
- Efficiently manage time to meet deadlines for data entry and analysis tasks.
- Problem Solving, Ability to identify issues in data and find effective solutions.
- Clearly and effectively communicate findings and insights to team members or stakeholders.
- Teamwork, Collaborate with team members to achieve common data analysis goals.
- Flexibility to adjust to changing data entry and analysis requirements
- Critical Thinking, Evaluate data and information to make informed decisions.
- Ability to organize and prioritize tasks to ensure efficient data management.
- Handle data with confidentiality and integrity.
- Analytical Skills, Ability to analyze data trends and patterns to extract meaningful insights.
- Effective leadership in coordinating team efforts and delegating responsibilitie

Languages:

- Arabic: Native proficiency
- English: Very good