

MAZIN MOHAMEDSALIH MUSA YAGOUB

Sales & Project Engineer

Doha, Qatar

Phone: +97451015030

Email: mazinmohamedsalihmusa@gmail.com

Summary and Objective:

Performance-driven Sales Engineer (UPDA Certified) with 2+ years of experience in the Qatar market including exposure to construction and Oil & Gas sector projects. I combine strong technical expertise with a proven ability to exceed sales targets, acquire new customers, and recover previously lost accounts. Highly skilled in estimation, costing, and the preparation of competitive technical offers that precisely align with client requirements, I maintain consistent and proactive follow-up on all submitted offers to ensure successful deal closure. Beyond closing deals, I bring strong expertise in managing contractual terms to secure favorable payment schedules and maintain rigorous payment follow-up, ensuring consistent collections that optimize cash flow and contribute to positive EBITDA. Holding a Bachelor's degree in Mechanical Engineering and a valid Qatari Driving License, I am focused on delivering high-performance sales results while supporting long-term financial stability for my organization.

In addition to sales responsibilities, I actively work as a Project Engineer, managing the entire project lifecycle—including shop drawings, material submittals, method statements, and risk assessments—from securing technical and authority approvals, through execution and site follow-up, MIR and WIR inspections, to obtaining the final Project Completion Certificate (PCC).

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.
 - Achieved and exceeded sales targets in the Qatar market by leveraging strong technical knowledge and client relationship management.
 - Prepared competitive technical proposals, including estimation and costing, precisely tailored to client requirements.
 - Maintained proactive follow-up on all submitted offers to ensure successful deal closures.
 - Managed contractual terms to secure favorable payment schedules and conducted rigorous payment follow-ups, optimizing cash flow and supporting positive EBITDA.
 - Oversaw full project lifecycle as a Project Engineer, including preparation of shop drawings, material submittals, method statements, and risk assessments.
 - Secured technical and authority approvals for projects and ensured compliance with all regulatory requirements.

- Coordinated execution and site follow-up, including conducting Material Inspection Requests (MIR) and Work Inspection Requests (WIR) inspections.
 - Managed documentation and processes leading to the issuance of final Project Completion Certificates (PCC).
 - Maintained strong client engagement throughout project execution to ensure satisfaction and repeat 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
 - Increased company sales by attracting new customers and maintaining strong relationships with existing clients.
 - Engaged directly with customers to understand preferences, feedback, and market demand, contributing to product improvement and new cake offerings.
 - Collected and analyzed customer feedback to identify sales challenges and propose practical solutions to improve product appeal and service quality.
 - Coordinated with production staff to ensure product availability, quality consistency, and timely order fulfillment.
 - Supported basic pricing, promotions, and daily sales reporting activities.
- **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:

- Safety Management System
- Data Analysis by Excel
- Python for Data Science AI & Development
- English For Career development
- Theoretical type rating on Airbus A320 CEO (cfm56 - v2500) neo (leap - pw) on ECT

Technical Skills:

- Sales engineering, estimation, costing, and tender preparation
- Technical and commercial proposal development
- Contract management, payment follow-up, and cash flow control
- Full project lifecycle management (pre-award to PCC)

- Shop drawings, material submittals, method statements, and risk assessments
- Site coordination, execution follow-up, MIR & WIR inspections
- Firefighting system design
- AutoCAD, ELITE, and MS Excel
- Coordination with consultants and government authorities

Soft Skills:

- Client Relationship Management – Build and maintain strong client relationships to drive repeat business and long-term partnerships
- Negotiation & Commercial Awareness – Skilled in managing contractual terms and payment schedules
- Communication Skills – Clear and effective communication with clients, consultants, authorities, and site teams
- Project Coordination – Ability to manage multiple tasks across sales, engineering, and site execution
- Problem Solving – Identify technical and commercial challenges and implement practical solutions
- Time Management – Efficiently handle parallel sales and project responsibilities to meet deadlines
- Attention to Detail – Ensure accuracy in technical documents, costing, and submissions
- Team Leadership & Supervision – Experience supervising teams and coordinating multidisciplinary stakeholders
- Adaptability – Ability to work across sales, engineering, and operational roles
- Analytical Thinking – Analyze costs, technical requirements, and project risks to support decision-making

Languages:

- Arabic: Native proficiency
- English: Very good