

Mehdi Bendhiaf

Technical Sales | Automation & Electrical Engineering

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PROFESSIONAL SUMMARY

Electrical and Automation Engineering graduate with a strong blend of technical expertise and sales experience. Proven ability to achieve KPIs, maintain high sales conversion rates, and deliver effective pre-sales support in international, English-speaking environments. Hands-on experience in PLC programming, industrial automation, and control systems. Seeking a Technical Sales / Sales Engineer role in Doha, Qatar.

PROFESSIONAL EXPERIENCE

Sales & Operations Agent, SIXT Rent a Car | Transcom 03/2025 – 01/2026

- Managed inbound and outbound customer interactions in a target-driven environment
- Consistently achieved KPIs and maintained high sales conversion rates
- Upselling and cross-selling upgrades and add-on services

Freelance Engineer / Technical Consultant, Upwork 12/2022 – 12/2024

- Delivered automation and engineering solutions to international clients
- Translated business requirements into technical solutions and proposals
- Managed projects end-to-end with timely delivery

Sales Coordinator, IMMAGICA 2012 – 2020

- Coordinated sales operations, quotations, and customer follow-ups
- Liaised between customers, suppliers, and technical teams

Final Studies Project Internship - Energy & Control Systems, Control Energy 2022

- Developed industrial automation system using PLC (TIA Portal)
- Implemented Modbus communication and WinCC HMI

EDUCATION

National Engineering Degree - Electrical & Automation Engineering, 2022

Central Polytechnic School of Tunis

TECHNICAL SKILLS

Automation & Electrical

PLC (TIA Portal) HMI (WinCC) Modbus Industrial Automation

Programming

C MATLAB (Expert) Java Python SQL (Advanced) Visual Basic (Intermediate)

LANGUAGES

English

C2 - Fluent

French

Fluent

Arabic

Fluent

ADDITIONAL INFORMATION

- US Citizen
- International and multicultural client experience
- Proven KPI achievement
- Strong negotiation and technical presentation skills