

# Mohammad Qutaiba

00974 - 50393266

[MohammadQutaiba@gmail.com](mailto:MohammadQutaiba@gmail.com)

Current Location: Doha, Qatar

Pakistan Software Engineering Council (CST/98475)

Valid Qatar Driving License



---

## Objective:

To be a part of a dynamic organization, where I can serve my skills and professional capabilities and excel as dedicated, committed, and innovative professional.

## 5 Years Professional Experience:

### Sales Engineer

#### ATAD INTERNATIONAL TRADING

FEBURARY 2025 – Present

#### Key Responsibilities:



#### Technical Sales & Business Development

- Spearheaded B2B sales of high-end European industrial machinery, including **TRUMPF CNC** systems and **CEA** welding equipment..
- Conducted technical needs assessments for manufacturing clients, translating complex machine specifications into value-driven proposals that reduced client production time by up to 10x for some machines.
- Developed and maintained a robust sales pipeline for CNC and welding machinery.

#### Technical Expertise & Consultation

- Provided pre-sales and post-sales engineering support for a portfolio of European machinery, including installation coordination, capability demonstrations, and ROI analysis.
- Delivered product training and technical presentations to client engineers and procurement teams, emphasizing precision, automation, and total cost of ownership.

#### Accounts & Relationship Management

- Cultivated long-term relationships with key accounts in the industrial fabrication and metalworking sectors.
- Collaborated with after-sales teams to ensure timely spare parts availability and warranty support, directly improving client satisfaction scores.
- Negotiated contract terms, pricing, and financing options for multi-unit CNC and welding system purchases.

#### Operational & CRM Proficiency

- Utilized CRM tools to track all sales activities, forecast revenue, and document technical configurations per client site.
- Generated technical quotations and tender bids compliant with European machine safety and performance standards (e.g., CE marking).
- Analyzed competitor offerings (e.g., Amada, Bystronic, Miller) to position Atad's portfolio as the premium, higher-ROI alternative.

## Sales Executive

### **UNITECH FOR BUILDING MATERIALS W.L.L, Doha**

DECEMBER 2021 - DECEMBER 2024



#### **Key Responsibilities:**

- Gained foundational knowledge of sales techniques, customer relationship management, and product presentation through on-the-job training and mentorship from senior sales professionals. Preventive maintenance.
- Learned to analyse market trends, competitor activities, and customer preferences to identify opportunities and adapt sales strategies effectively.
- Successfully met and exceeded sales targets for 2022 consecutive quarters by effectively identifying client needs and offering tailored solutions.
- Conducted regular site visits and meetings with contractors, architects, and project managers to understand their requirements and provide timely solutions.
- Ensured customer satisfaction by addressing concerns promptly and providing reliable after-sales support, leading to improved client loyalty.
- Worked closely with the logistics and marketing teams to ensure timely delivery of materials and effective promotional campaigns.
- Gained experience working in a fast-paced, multicultural environment, adapting to diverse client needs and market dynamics.

#### **Internship (Backend Software maintainer)**

### **Habib Bank Pakistan. LTD.**

June 2020 – Sept 2020

---

#### **Education:**

### ***Bachelor of Computer Science***

University of Management and Technology, Sialkot, Campus

2016-2020

### ***HSSC (Pre-Engineering)***

Govt. Murray College, Sialkot.

2013-2015

### ***SSC (Science Group)***

Allied Schools, Sialkot.

2011-2013

#### **Licensure:**

- Pakistan Software engg Council  
Reg No: cst/9475
- Valid Qatar Driving License

#### **Skills:**

- Microsoft Office (Word, Excel, PowerPoint, Outlook)
- **FYP:** IoT based solar power monitoring and tracking system.
- Good Communication Skills
- Effective interpersonal skills
- Excellent conceptual analytical skills

## **Languages:**

- Urdu/Hindi Native
- English Fluent (IELTS 6.5 Bands)
- Arabic Beginner/Basic

## **Personal Info:**

- Nationality: Pakistani
- Marital Status: married
- D.O.B: 21-09-1997