

# Ihtitch Soukaina

## Sales Engineer

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Doha, Qatar

Moroccan

Driving licence

## Professional experiences

### Sales Engineer

Naffco-Qatar

Sep2025-Present

- Managed the entire sales lifecycle from lead generation and qualification through to successful project handover and fostering long-term partnership.
- Collaborated effectively with internal engineering and design team to translate complex client requirements into compliant and cost-effective fire protection system designs, ensuring seamless project execution.
- Developed and presented comprehensive technical and commercial proposal.
- Leveraged in-depth Knowledge of international fire safety standards to ensure proposed system met third-party certification requirements.

### ELV Sales Engineer

Turkish line services- Qatar

Sep2024-Aug2025

- Identified client needs and developed tailored ELV solutions.
- Led pre-sales activities for ELV systems, including structured cabling, data networks, CCTV, access control, public address systems, IPTV, and other low-voltage solutions.
- Prepared technical proposals, comprehensive bids, and detailed quotations.
- Managed the full sales cycle, including presenting solutions to clients, negotiating terms, closing deals while maintaining strong and long-term customer relationships.

### Sales Solar Engineer

Solar alliance technologies - Morocco

Jul2023- Aug2024

- Managed customer inquiries and provided accurate information throughout the sales process resulting in 100% customer satisfaction
- Collaborated with project engineers and managers to support solar PV design, development, and cost estimation.
- Assisted in the preparation of detailed project proposals, technical drawings, and contract documentation for solar installations.
- Conducted the design of solar PV systems, including array layouts, DC string sizing, equipment configurations, and utility interconnections.

## Education

### Master of Engineering - Energy and Environmental Engineering

National school of applied sciences - Morocco

2017-2023

### Baccalaureate degree in physical sciences

Omar EL-Khayam high school - Morocco

2016-2017

## Professional skills

- Managing the entire sales process from lead generation to closing deals.
- Developing detailed technical proposals and financial quotes.
- Building and maintaining strong, long-term client relationships
- Leading technical pre-sales efforts to support the sales team.
- Modeling and Simulation of Energy and Thermal Systems.
- Analysis and Study of Energy Efficiency Methods in Industry and Building.
- Mastery of Lean Manufacturing Tools: AMDEC, QOQCP, DMAIC, 5P, 5S, ISHIKAWA, 5M, Pareto, Kanban
- QHSE (Quality, Health, Safety, and Environment) Management :ISO 14001, ISO 45001, ISO 9001, ISO 22000

## Computer skills

**Software** : Autocad | PVsyst | Matlab | Ansys fluent | Theroptim | Psim | Epanet | Maple

**Programming Languages** : C | C++ | Fortran

**Office Tools** : Excel | Word | PowerPoint | Ms Projec

## Languages

**Arabic**: Native

**English**: Fluent

**French**: Fluent

**Spanish**: Basic Knowledge