

# Ehab Ahmed Khalifa

## Sales Support Manager

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## Work Histor

### Current



### Sales Support Manager 2021-06 - present

**Rand Tech Electronic Manufacturing, Riyadh, Saudi Arabia**

- Specify Rand Tech Product With Consultant, Specifier and MEP Contractors
- Prepare detailed plans for both internal and external lighting requirements using Relux & Dialux.
- Dealing With Our Distributer and manager the monthly ,quarter and yearly target
- Approve Rand Tech In all the municipalities ,ARAMCO, NEOM, QIDDYIAH and Royal commissions of Saudi Arabia and renewal of the approval every year
- Leading and motivating a sales team
- customer complaints and comments Replay.
- Building and nurturing high-performance sales teams.
- generate leads, and establish and nurture client relationships
- Create and execute a strategic sales plan that expands our customer base and extends the company's reach
- Manage the month-end and year-end close processes.
- Recruit sales Support Engineers, set objectives, train and coach them, and monitor their

formance 2021-06 - 2021-09

### Operatons and Maintenance Engineer

*Arabian Sanitary Ware, 10th of Ramadan, Egypt*

- Primarily responsible for electrical operations and maintenance of shuttle kiln and tunnel kiln and report directly to senior operations engineer
- Coordinate and directly daily activities of subordinate operational person who provide onsite support and services
- Operational reliability improvement process(ORIP) coordinator ORIP Is continuous improvement process to ensure equipment reliability, process safety , success Production process , and plant performance.
- Performed troubleshooting and repair for complex electrical equipment

2019-10 - 2020-01

### Trainee Electrical Engineer

*Dar Alkahrbaa, Kafr Al shikh, Egypt*

- Take Experience Of Technical office Engineer



## Education

2014-09 - 2019-07

### Bachelor's degree: Electrical power engineering

*Minufiya University - Egypt*  
Cumulative Grade : Good










# Graduation Project

2019-7



stepper motor and methods of increasing it's efficiency  
-Team leader  
-Project Grade: excellent (97%)

## Certifications

2022-03	 Solution Sales ( LinkedIn Learning )
2022-03	 Designing a Presentation ( LinkedIn Learning )
2022-04	 Project planning management ( Saudi Contractors Authority )
2022-04	 Structural safety of projects ( Saudi Contractors Authority )
2020-04	 Electrical power Distribution (HA Consulting Group )
2021-12	 Street lighting Design (Saudi Council of Engineers )
2022-02	 Landscape lighting design ( Udemy )

## Skills

- Pre-sales support
- Planning and Coordination - Design engineering
- Multitasking Abilities
- Excellent Communication
- Teamwork and Collaboration
- Technical consulting
- Electrical engineering
- Written Communication
- Problem-Solving

## Software

Dialux		Very Good
Dialux evo		Very Good
Autocad		Very Good
Relux		Very Good
Reluxtunnel		Very Good
AGI32		Good
Matlab		Good
Sketchup		Very Good
Revit		Good
Microsoft office		Very Good
3Ds MAX		Average

## Languages

Arabic		Excellent
English		Very Good