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Date of birth 10/07/1985

*In quest of a challenging career as an **Account Manager** in a highly reputed organization where my engineering, sales skills & experience will significantly contribute to sales growth and customer satisfaction.*

Executive Summary

- ≈ A proficient professional with 12 years of quality experience in Pre-Sales and Security Project Design and Execution.
- ≈ Presently working with Trigon as an Account Manager
- ≈ Worked with Giza Systems as a Senior Pre-sales Engineer.
- ≈ Worked with THALES Security Solutions & Services as a Design Engineer.
- ≈ Worked with Isam Kabbani & Partners – SOGEC (Specialized Oil & Gas Engineering Company) as a Sales Engineer.
- ≈ Worked with Isam Kabbani & Partners - SINTEC (Security & Telecommunication Division) as a Telecommunication Engineer.

Areas of Exposure

- ≈ **Sales:** Continuous search for new partners and opportunities while continuing to strengthen the relation with existing partners to assure sales continuity and guarantee partners loyalty.
- ≈ **System Design:** Accurate and precise design of various systems such as CCTV, PIDS, Data Network, Access Control, Physical Barriers...etc. as per HCIS standards and customer demands while paying attention to our quoted BOQ in order to be granted an approval from all parties.
- ≈ **Site Engineering:** In depth project handling activities and various requirements for ensuring timely completion. Implementing project plans within preset budgets and deadlines. Ensuring delivery of projects in accordance with the highest standards of the industry.
- ≈ **Project Estimation:** Achieving the lowest price by examining every aspect of a project, locating the suppliers with the best offers, subcontracting portions beyond our specialties and estimating the needed man hours.
- ≈ **Pre-Sales:** Working together with the sales team to win new opportunities where I handle the technical part and present solutions to the customer.

Organizational Experience

Since December 2021 to Present

Trigon Ltd.

Riyadh - Saudi Arabia as an Account Manager

Brands Handeled: SAMSUNG, LOGIC, ERGOTRON, PEOPLE LINK

Key Deliverable:

- ≈ Take inquiries and requests from customers and address their needs;
- ≈ Communicating with clients to understand their needs and explain product value;
- ≈ Building relationships with clients based on trust and respect;
- ≈ Collaborating with internal departments to facilitate client need fulfillment;
- ≈ Collecting and analyzing data to learn more about consumer behavior;
- ≈ Keeping accurate records pertaining to inventory and account notes;
- ≈ Maintaining updated knowledge of company products and services;
- ≈ Resolving complaints and preventing additional issues by improving processes;
- ≈ Identifying industry trends;

Since December 2018 to 2020

Giza Systems

Riyadh - Saudi Arabia as Senior Design & Pre-Sales Engineer

Key Deliverable:

- ≈ Working with a team of engineers and skilled professionals to accomplish perfection while meeting the responsibilities and standards set by the client & HCIS;
- ≈ Develop system and layout drawings by following all the required procedures to end up with professional drawings;
- ≈ Develop all engineering document such as cable schedules, splicing schedule, bandwidth calculation...etc.;
- ≈ Handle coordination with Customers, Partners, Vendors, and internal teams as part of the presales process.
- ≈ Be customer-centric by providing market-leading consultations, solutions and support to solve customer problems;
- ≈ Work closely with consultants to get materials approval within time frame
- ≈ Attend major manufacturers' presentations that might help us to expand in new technologies or overcoming existing problems and difficulties;
- ≈ Building Partner trust, retaining Loyalty. Partners such as: Hanwha, Huawei, Avigilon, Axis, Lenel...etc.;
- ≈ Participate in Huawei Product Training & Seminars when appropriate and requested;
- ≈ Respond to RFPs with the best possible solution and the most competitive commercial offer;
- ≈ Suggest and evaluate new systems that might open new opportunities or improve existing solutions;
- ≈ Helping the sales staff to meet client's needs, by attending the meetings with the sales staff.
- ≈ Interact and coordinate with Customers, Partners, Vendors and internal teams as part of the presales process.
- ≈ Maintaining customer relations by frequent visits, telephone calls or whatever applicable.

Since June 2015 to November 2018
THALES Security Solutions & Services
Riyadh- Saudi Arabia as Design Engineer

Key Deliverable:

- ≈ Working with a team of engineers and skilled professionals to accomplish perfection while meeting the responsibilities and standards set by the clients & HCIS;
- ≈ Develop Stage 3 Design that will gain approval from the concerned party e.g. HCIS;
- ≈ Identify all the required material for a successful installation of the systems;
- ≈ Submit all the design package consisted of drawings, engineering document, material submittal...etc. to the consultant for approval;
- ≈ Reply to consultant and HCIS comments by providing the necessary action;
- ≈ Always being in touch with site team to provide the necessary advisory or change in the design whenever required;
- ≈ Always open to new products and solutions that might reduce cost and improve efficiency;

Since October 2008 to June 2015
Isam Kabbani & Partners- SINTEC (Security and Telecommunication Division)
Dammam- Saudi Arabia as Site Engineer

Key Deliverable:

- ≈ Working with a team of technicians and skilled professionals to accomplish perfection while meeting the responsibilities and standards set by the clients & ISO1900:2008.
- ≈ Re-engineering of enterprise telecom network & security designs to meet increasing customer demands.
- ≈ Installation, testing and commissioning of different telecom and security equipment.
- ≈ Performing optimization for the telecommunication network based on the utilization of available resources.
- ≈ Discovering new technologies presented in the market and implementing it in the proper application to insure best performance and most cost efficiency.
- ≈ Trouble shooting and problem resolution of elusive customer network difficulties.
- ≈ Preparing of computer-generated reports and analyzing the data.
- ≈ Handling all the aspect of project execution, quality assurance and control as per the International Standards, preparation of final bill of quantities, As-Build drawings and other documentation necessary for project hand over.
- ≈ Managing of sub-contractors in the site to ensure best workflow and eliminating time wastage.

Major Assignments Handled:

- ≈ **Saudi Electric Company:** Design and installation of an integrated security System for the both PP12 & PP13 power plants.
- ≈ **Shamiyah, Holy Mosque Expansion:** Design and installation of an integrated security System for the expansion.
- ≈ **Maaden Turaif:** Design and installation of an Integrated Security System for the explosive magazine.
- ≈ **Crystal Yanbu:** Design and installation of an Integrated Security System for the plant.
- ≈ **Saudi Aramco:-** Upgrade of Data Connectivity at Riyadh Refinery.
- ≈ **Saudi Aramco: -** Fiber Optic Work for the IDAS System at Nuayyem GOSP.
- ≈ **Saudi Electric Company: -** Installation of Wi-Fi Access points.

Academia

2008- *BSC of Engineering* (Electronics & Telecommunication) – Maamoun Private University -Syria

Certifications

- ≈ CCNA Security (210-260) Cert Prep: 5 Cisco Firewall Technologies
- ≈ 2019- BMS System Architecture and Design Fundamentals.
- ≈ 2018- Planning a Microsoft Cloud Solution
- ≈ 2012- Certification in Work Safety and Quality Control – Saudi Aramco ,Saudi Arabia
- ≈ 2010- Cisco Certified Network Associate
- ≈ 2009- Belden Certified Designer / Installer Dammam - Saudi Arabia

Personal Skills

Mother Tongue (s)

Arabic

Foreign Language(s)

Understanding		Speaking		Writing
Listening	Reading	Spoken interaction	Spoken production	
C1	C1	C1	C1	C1

ENGLISH

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2:

Proficient user Common European Framework of Reference for Languages

Communication Skills

- Highly competent, resourceful and self-motivated, exceptional ability to lead and create agility, motivation and drive.
- Forward thinking and plans effectively.
- Communicate effectively and provide focus across organizational business groups.
- Works collaboratively within teams and contributes to group outcomes. Treat all individuals fairly and with respect through consistent behaviors.

Organizational/Managerial skills

- Results oriented with strong project management skills.
- Strategically develops long term relationships for products and services anticipating customer needs and market changes due to Consulting and management experience.