CURRICULUM VITAE

**Name: Rashid**



**Projects (Sales) Manager**

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**Mobile: C/o 0505891826**

**Doha, Qatar**

**Summary**:

Fifteen years of sales and technical engineering experience in lighting fixture (Indoor, Outdoor, Street / infrastructure Lighting (Poles, fixture, cut-out and fuses box), Landscape & LED Light and explosion proof electrical equipment.

**Responsibilities**

* Respond to customer inquiries and follow-up with existing customers.
* Assist in providing a weekly detailed operation and sales progress report.
* Manage the sales, technical & logistics teams.
* Liaise and provide accurate information and details to other departments as needed.
* Solve technical problems that may occur at any stage of the project.

**Achievements**:

* Developed leads and added new contracts for the company.
* Organized the operation of sales (Tender process, inquiries, quotations, technical submittal and compliance statement).
* Participated in achieving target sales.
* Continuously achieving highest sales target.

**Trainings**

* Training in Alexandria National Iron & Steel (Egypt -1998).
* R-STAHL ELCAD lighting & Design Program (Germnay-2001).
* Training in Zumtobel Lighting Centre (UAE-2011).
* Training in PHILIPS Lighting (UAE-2012).

**Personnel Information**

Gender : Male

Nationality : Egyptian

Marital Status : Married

Date of Birth : 09-05-1977

Visa Status : Employment Visa

Date of joining : One month notice

Driving License (Qatar/UAE/Egypt) : Yes

Hobbies : Squash, football and beach volleyball

**Education**

Bachelor Degree in Engineering, “Electrical and Control Engineering" major, Automatic Control Engineering section from Arab Academy for Science, Technology & Maritime transport (AAST) with G.P.A. 2.66. (Egypt-1999)

**Language & Computer Skills**

* Excellent command of written and spoken Arabic & English.
* Computer skills: MS Word, MS outlook, Power point, Excel, Internet browsing and search.

**Employment Experience**

**VIBRANT L.L.C**

**Sales & Lighting Projects Manager (June 2014 – Present) (Doha-Qatar)**

* Manage both the Sales & technical teams of all kinds of lighting (indoor lighting, outdoor lighting, landscape lighting, Façade Lighting, street lighting (Poles, high mast / infrastructure Lighting).
* Manage & follow up with the logistics staff for the shipping procedure from the supplier and deliver them to the site with full technical support and technical problem solving.
* Responsible for the sales performances.
* Determine new market channels.
* Prepare and submit the material requisition upon the project requirements and specification to the consultant, client & procurement department.
* Create the lighting proposal & quotation from the drawing or according to the fittings location or from the Bill of Quantity in each Stage (Tendering & Job In Hand).
* Prepare & supervise the technical submittal & the compliance statement as per the consultant comments.
* Managing and supervise the installation process on site.
* Negotiate with the client for finalizing and securing the job.
* Prepare periodic reports, schedules, presentation and contracts.

**Marjan / Gargash Lighting Systems L.L.C**

**Sales Manager (December 2012 – June 2014) (Abu Dhabi-U.A.E)**

* Manage the Sales & technical Teams of all kinds of light (indoor lighting, outdoor lighting, street lighting (Poles, fixture, cutout and fuses box), landscape lighting & explosion proof electrical equipment {Lighting, Junction Boxes, and Control Panels}).
* Manage & follow up with the logistics staff for the shipping procedure from the supplier and deliver them to the site with full technical support and technical problem solving.
* Responsible for the sales performances.
* Determine new market channels.
* Prepare and submit the material requisition upon the project requirements and specification to the consultant, client & procurement department.
* Create the lighting proposal & quotation from the drawing or according to the fittings location or from the Bill of Quantity in each Stage (Tendering & Job In Hand).
* Prepare & supervise the technical submittal & the compliance statement as per the consultant comments.
* Negotiate with the client for finalizing and securing the job.
* Prepare periodic reports, schedules, presentation and contracts.

**Debbas Electric L.L.C**

**Senior Sales & Technical Engineer (September 2009 – December 2012) (Abu Dhabi-U.A.E)**

* Responsible for the sales & technicality of all kinds of light (indoor lighting, outdoor lighting, street lighting (Poles, fixture, cutout and fuses box), landscape lighting & explosion proof electrical equipment {Lighting, junction boxes, and control panels}).
* Prepare and submit the material requisition upon the project requirements and specification to the consultant, client & procurement department.
* Create the lighting proposal & quotation from the drawing or according to the fittings location or from the Bill of Quantity in each Stage (Tendering & Job In Hand).
* Prepare and supervise the technical submittal & the compliance statement as per consultant comment.
* Negotiate with the client on finalizing and securing the job.
* Solve technical problems that may occur at any stage of the project.
* Prepare periodic reports, schedules, presentation and contracts.
* Follow up on the shipping procedure from the supplier and deliver them to the site with full technical support.

**IMPA Group**

**Sales & Technical Engineer (April 2005 – August 2009) (Dubai-U.A.E)**

* Responsible for the sales of all kinds of light (light (indoor, outdoor, street lighting (Poles, fixture, cutout and fuses box), landscape lighting).
* Prepare and submit the material requisition upon the project requirements and specification to the procurement department.
* Create the lighting proposal from the drawing.
* Review and administer work documents as required.
* Prepare periodic reports, schedules and presentation.
* Attend meetings with clients and consultants for submitting the required quotations.

**EAGLE COMPANY FOR ENGINEERING SERVICES S.A.E**

**Sales & Technical Engineer for explosion proof electrical Equipment (October1999 – March 2005) (Alexandria-Egypt)**

* Identify the tender with suitable terms and conditions for submissions as well as required quotations.
* Ensure proper installation, configuration and sales of explosion proof electrical equipment (Lighting, junction boxes, control panels and cable glands).
* Responsible for providing sales details.
* Enter required data accurately and control documentation produced internally and externally for tenders.
* Prepare periodic reports, schedules and presentation.
* Follow up on the shipping procedure from the supplier and deliver them to the site with full technical support.

**Reference are furnished upon request**