Tarek

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Objective

Seeking a challenging and self-fulfilling position in respectable firm relevant to the needs of business organizations in both local and international markets that enables me to utilize my academic background, interpersonal, organizational, and leadership skills where I can make a positive contribution to people\\\'s lives and the work environment.

 El - Madina El -Monwra School – Alexandria Language High School. With Grade (95 %) Production &Industrial Department, Alexandria University, Faculty of Engineering 2015.

- Graduation Year: June 2015

 Academic Research: Graduation Project

- Reverse engineering Application: Applying the reverse engineering techniques to generate all technical data needed for manufacturing, and testing of the knotter mechanism which attach in rice straw square baler machine to provide the Egyptian market with acceptable performance and accuracy mechanism, at low cost compared to the imported machines available in the market.

 Work Experience

Company: NCC X-CALIBUR company. From September 2016 till Now

Position : Executive sales engineer

Key contribution:

• Responsible for main distributers, projects and retail.

• Implementing sales plan to achieve company goals and target.

• Dealing with potential customers

• Illustrate properties of every product for our target companies.

Company: SHATRONIX a Swiss company.

Position: Sales Engineer From January 2016 Till 30 August 2016

Key contribution:

• Researched and communicated with prospective customers.

• Gave product presentations to customer regularly.

• Learned client and system needs by working closely with the company sales team and engineers collaborating promotion and customer support.

• Designed and implemented sales plan, identified sales possibilities and consistently met the sales goals as planned.

• Recommended various improved machinery to customers by showing how these changes and improvements would lower costs and improve performance.

Selected performance highlights:

• Searched for and identified potential customers for firm’s products and services.

• Arranged equipment demonstration and ran equipment checks and trials to ensure safety and effectiveness.

• Received company training to master product line specifications as quickly and effectively as possible .

• Provided updates products and services to clients and company managements.

Company: Al-Delta for Real Estate Investment. Feb 2014- Sep 2015

Position: Real Estate Manager – Retail Division.

• Responsible for achieving target plan of our customers brands in their expansion in ALEX &DELTA..

• Our customers were ( Mansour Group : Metro &kher zaman)- (ALshaya Egypt)-

(Kazyon) – (Bim) – (Fathalla ) – (spinneys)

 Company: Marseilia. June 2011 – June 2013

 Position: Sales Representative

Department: Sales and costumr Development.

• Perform direct marketing and sales activities to generate sales as per the agreed sales and marketing plan.

• Present to customer the latest updated offers issued and prepared by the sales manager in order to increase sales in the showroom.

• Respond to and follow up sales inquiries by mail, telephone.

• Maintain and develop existing and new customers through planned individual account support. .

• Maintain and develop a computerized customer and prospect database.

• Implement shop merchandising, layout and customer traffic flow so as to maximize sales, customer Satisfaction, appearance, image and ergonomics for customers

Training Experience

Company

:Engineering

Plant for mechanical Industries June 2014 – October 2014

Department: Supply chain

• Raise Purchase orders to ensure timely placement and delivery of components in line with production planning requirements.

• Expedite and reschedule open purchase orders to suit production planning requirements.

• Review historical data including sales trends, research demand drivers, material on time delivery.

• Interact with sales to understand demand forecast drivers.

• Reporting gathered information within production meeting environment.

• Working with demand and forecast incorporating current and accurate information to allow the company to correctly predict customer demand and provide supply chain with appropriate information to allow planning on how to meet demand.

• Provide delivery confirmations to customer orders.

 Company Name: Unilever August 2013 – December 2013

 The \\\"Quest\\\" Competition - Country Talent Championship – Team member,

• Across Egypt, was one of the 6% that has been selected from 1100 candidates to participate in the Quest?

• Out of four phases, reached the third phase to work on a business case within a team of five members.

• Within the team, presented a three year supply chain plan, marketing plan and finance plan about three types of personal care products, to the high board of Unilever – North Africa and Middle East.

Company: Egyptian Natural GAS Company (GASCO), June2013 – September 2013

• Manage the plant condition monitoring system to ensure plant reliability assurance through predictive assessments and analysis

• Develop and maintain effective Maintenance policies, guidelines and procedures

Company: Petro jet

• Reviewed the Process Mapping of Petroleum Pipe lines including the equipment usage.

 Skills

Computer - Skills: -

 Microsoft office bundle

Excel Solver.

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Core Strengths: MS project.

-Superior presentation and interpersonal skills.

-Efficient sales and communicator- persuasive and negotiation skills.

-Customer service orientation.

- Active listener.

Languages: Arabic (Native), English (Excellent).

 Interests

Cycling–Running – Soccer.

Volunteer work

Team leader at (Sonaa Al Hayah), Our team was responsible for developing slums at ( Al-Tabya) & organize for them a lot of profitable projects& we was responsible for their Health, Education , Social state ,Economic state.

All necessary supporting documentation shall be available upon request all necessary supporting documentation shall be available upon request.