**TAMER**



**Professional Experience**

**ZAHID TRACTORS & HEAVY MACHINERY CO. CATERPILLAR dealer (Dammam - KSA),**

* **From 01/2015 till present time**

**Position:** Sales Engineer (CATERPILLAR Certified Sales Professional)

**Department: Power Systems.**

**Responsibilities:**

* Pre-call planning, researching customers, traveling to customer sites and giving presentations, using my experience as a **CAT** Sales Representative.
* Well experienced in negotiating quotes commercially and technically with customers, leading to Win/Win solution.
* Searching for new clients who might benefit from company products or services and maximizing customer potential in designated regions
* Building a long term relationship with the customers in the assigned sector.
* Managing key accounts customers in eastern region i.e. Azmeel Contracting , ARKAD and Al Yamama Company.
* Maintaining professional relationship with the existing clients and penetrate new accounts to ensure the growth in the market share and satisfaction with the products as well.
* Reporting to Power Systems Franchise Sales Manager through CRM (Customer Relationship management) Database to be up to date with the daily sales activities with the customers also, won and lost deals.

**Major Sales Achievements:**

* JGC Gulf International Co. secured major project ( NAUG-System A ) first Gas and dual fuel generator in Kingdom with total amount ( 3M $ )
* Azmeel Contracting secured major projects (Aramco Ajyal project , Prince Mutaab Palace) with total amount ($ 13M.).
* ARKAD .Secured major deal all ARKAD camps for gas pipe line with total amount ($ 6M).
* Al Yamama Company secured major project( Expand Dhahran residential community – utility infrastructure and networks PACKAGE-2). with total amount ($ 1M).

**FEMCO (FAISAL FOR ELECTROMECHANIC COMPANY) From 08/2013 till 01/2015**

**Position:** **Mechanical Site Engineer**

**Project:** **-** KING SAUD UNIVERSITY

**Responsibilities:**

Supply and install fully assembled 60 tons capacity motorized crane within the existing chiller plant to remove and reinstall all chillers, pumps and other components, Including all lifting components, rails, steel structural members, concrete bases, electrical services to crane motor, temporary services etc. Scope of work:

➢Removal of existing over-head 13.4 tons capacity crane, and installation of new over head crane, 60 tons lifting capacity, 

➢Supply and install 7 chillers each 5000TR equal capacity, centrifugal type. 

➢Supply and install 7 vertical turbine condenser pumps, 10,500 GPM @ 100 ft Head. 

➢Supply and install various types of valves (Check, Butterfly, Gate and Ball valve) with different size, 48", 36", 24"…. Etc. 



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**TAMER**



**Career Objective**

To have a position in team of a remarkable future career with an amount of mobility, taking advantage of my educational studies, maintaining a continuous improvement of my career skills and working knowledge with full cooperation with other company employees to achieve best performance & success for the company.

**Training Experience**

* Time Management.
* Caterpillar Certified Sales Professional.
* Decision Making and Problem Solving.
* Basic electric power generation.
* Fraud Awareness.
* Ethical Compliance.
* EWD & Diversity Awareness.
* Telephone Answering Techniques.
* NSC First Aid & CPR .

**Skills**

**Language Skills**

* Arabic: Mother language.
* English: Excellent in spoken and written.

**Computer Skills**

* Excellent user of Windows and MS Office.
* Excellent internet knowledge.
* AutoCAD & Pro-engineer software

**Communication Skills**

* Enhanced understanding & communicating with different cultures through working in large scale Multi National Organization.
* Performed various presentations in many Professional fields.

**Education**

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| **Degree:** | B.Sc. in Mechanical Engineering - Power |
| **University:** | Jordan University of Science and Technology |
| **Graduation Year:** | 2012 |
| **Personal Data** |  |
|  |  |  |
| **Nationality:** | Jordanian |
| **Birth Date:** | 09 Aug 1989 |
| **Marital Status:** | Single |
| **Address:** | Al-Dammam |
| **Cellular:** | C/o 971501685421 |
| **Emails:** | Tamer.378474@2freemail.com  |



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