Ali



Driving license : Valid DL

Status : Single

Date of Birth : Jul 1987

Place of birth : Dubai

Gender : Male

Nationality : Jordanian

UAE- Abu Dhabi

Email: ali.381239@2freemail.com

Summary

Senior Sales Engineer for lighting solutions indoor and outdoor, with more than six and half years strong sales experience.Knowledge of wide range of the lighting brands from different manufacturers. Experience of the local market with wide vision of the commercial approval process and the technical approval process.

OBJECTIVE

Seeking for a strong [position](http://www.aroj.com/sample-Sales/Sales-Manager-%28Engineering%29-Resume.html)in Lighting Solutions industry with reputed company, where I will get a chance to demonstrate my knowledge and use obtainable resources to accomplish different Tasks and projects.

In the long term, I aim to reach my full potential and further my growth with professional team that will factor in the firm’s advancement.

EDUCATION

**AJMAN UNIVERSITY FOR SCIENCE AND TECHNOLOGY (AJMAN-UAE) 2005-2010**

*B.Sc. in Electrical / Electronic Engineering, with (Very Good) merit, Ajman, UAE.*

Professional Work Experience:

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**Working at BMD (BinMoosa Debbas Trading Company)1/1/2015 – Until Date**

**As ProjectsManger –Lighting and Urban Solutions:**

**Job Role:**

* Developing a customer/product/manufacturer strategy for each particular project.
* Marketing BMDT lighting products with consultant, lighting Designers & clients.
* Being responsible of all technical part of the projects, including products selection, quotations submittals and materials approvals and sales closing.
* Providing technical support to the consultants during the project design stage, thereby specifying the relevant products in their technical specifications & designs.
* Researching upcoming projects, getting familiar with all parties involved and build relationships with architects, lighting designers, consultants and contractors.
* Following up projects with clients until complete submittal approvals.
* Handling project sales and business development for various lighting products.
* Workingcloselywith High End Clients toprospect,pitch&closenew business. Gainingastrongknowledgeandunderstandingofclients’system and future plans.
* Developing a proposal of light fixtures that meet the client’s budget, technical and aesthetic considerations.
* Making technical presentations and demonstrating for how the products meets the client needs.
* Negotiating tender and contract terms and conditions to meet both client and company needs.
* Working with in house design team and also consultants during the design stage of projects for lighting which stands the building stones for a better chance of winning the projects.



**Working at BMTC (Al Bahri and Mazroei Trading Company) 18/3/2012 -30/12/2014**

**as Sales Engineer- Lighting and Urban Solutions:**

**Job Role:**

* Strongknowledgeandunderstandingofclients’system and future plans.
* Working with consultant’s /designers/ architects by developing business relationships. Establish and maintain strong relationships with specifiers (engineers, architects and designers) to ensure our lines are specified.
* Making technical Submittal for the commercials offer for consultant approval.
* Identifying, access and build relationships with the key decision-makers across the various project stakeholders.
* Developing a proposal of light fixtures that meet the client’s budget, technical and aesthetic considerations.
* Prepareing lighting scheme on DIALUX in specified time frame.
* GettingKnowledge of different manufacturer brands.
* Following up with clients, distributors to convert inquiry into orders.
* Making technical Submittal for the commercials offer to obtain consultants approval.
* Negotiating tender, contract terms and conditions to meet both client and company needs.
* Making Cold calling.

SKILLS

Efficient in:

* Expert user of Microsoft Office:

MS Word, MS PowerPoint, MS Excel.

* Excellent Internet skill.
* Good knowledge in AutoCAD.
* Strong Relationship Skills.
* Working as an excellent leader and effective member of a team work
* Efficient, self-motivated, result oriented, meeting deadlines, flexibility to perform various tasks and fast learner.

LANGUAGE

Fluent in:

English (written - Spoken)

Arabic (written - Spoken)