Ahmad

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**Senior Sales Management, Building Materials and Engineering**

Dynamic professional with diverse range of experience supporting project execution, estimation engineering and sales management of Building Materials. Well-versed in the American steel constructions design codes. Proactive sales leader with a passion for staying current on trends and identifying opportunities to add value. Bilingual with proficiency in Arabic and English. ***Key expertise in:***

|  |  |
| --- | --- |
| * Tender Documents and Drawings * Technical Specifications and Designs * Steel Projects Implementation * Market Trends and Optimisation | * Strategic Planning and Analysis * Sales and Marketing Management * Scheduling / Documentation * Regulations Compliance |

**Professional Experience**

**Senior Engineer,** June 2018 to Present

**Senior Project Engineer,** 2012 to May 2018

*Spearhead and control all activities related to steel project’s tenders associated with the design review section for Makah Municipality PMO Development Project and report to the PhD head.*

Review and edit the preliminary tender documents and drawings for the projects, as well as revised general and special contractual terms and conditions. Improve and streamline project processes by matching technical specifications, design parameters, and compatibility with the proposed local and international codes. Revise BOQ tables to reconcile the other sections of the tender.

***Key Contributions:***

* Improved project performance by upgrading the design and construction standards for steel buildings tenders to the new international standards; applied on more than 30 tenders.
* Suggested to modify 10+ paragraphs in the "General Standard Specifications Book”, issued by Makah municipality, to meet the international design and construction codes and standards.

### Jeddah Supplies Establishment, Jeddah, KSA

**Sales Manager,** 2011 to 2012

Met and exceeded sales targets through prompt interactions with contractors and sub-contractors, while promoting the products in the market.

Directed and controlled all responsibilities and functions as an authorised sales person. Drove organisational objectives by performing diverse range of duties such as preparing all documents and procedures to register the establishment and start up. Delivered effective guidance and support to the local contractors and subcontractors in order to ensure the smooth running of operations.

***Key Contributions:***

* Developed business, maintained customer base and received over 20 orders within short time.
* Generated revenue for business by developing a website to attract customers; contacted tens of local and international suppliers, as well as started a core for products manual.

### IBSF “International Building Systems Factory” – Jeddah, KSA

**Assistant Sales Manager,** 2010

*Delivered proactive assistance to manager in day-to-day activities and functions.*

Increased sales by actively carrying out technical customer services, sales support, and all day-to-day operations. Led, motivated, and encouraged a team of two sales persons to attain company goals.

***Key Contribution:***

* Maximised the company's income and profit by leading and encouraging erection teams to accomplish goals and commitments.

### KIRBY BUILDING SYSTEMS – Riyadh, KSA

**Senior Sales and Technical Representative,** 2005 to 2009

*Attracted customer by well representing the company in exhibitions, as well as maintained prospected customer database. Offered suitable and economical design parameters to increase sales.*

Developed the commercial offer and followed-up with customers to win the deal, while keeping abreast competitors in the market. Answered and resolved customer’s technical inquiries in a prompt manner. Assured the erection quality through active follow-up and monitoring of erection works. Streamlined work by preparing method statements, site programs, and temporary works planning. Interfaced with the top management in achieving the strategic goals of the department.

***Key Contribution:***

* Delivered services as company’s technical representative to one of mega projects for PANDA supermarkets; a central distribution centre in Riyadh region.
* Accomplished the optimum price that enhance customer satisfaction by applying ardent negotiation skills, as well as with the collaboration and support of upper management.

### Nour T. Baidoun Est. – Makkah, KSA

**Site Engineer,** 2003 to 2005

*Supervised the steel-works of the Drivers Accommodation Campus project in Arafat Area, Makah.*

Ensured smooth flow of the project by interfacing with other management personnel and sub-contractors. Oversaw quantities of received steel materials and compared them with documents.

***Key Contribution:***

* Directed the steel erection teams that assured the maintenance of all required quality records.

### Butler-Juffali (Saudi Building Systems) – Jeddah, KSA

**Senior Cost & Estimation Engineer,** 1996 to 2003

*Assisted the engineering manager in receiving and revising RFQ’s from sales departments.*

Generated a preliminary project design to estimate the steel price. Prepared price analysis sheet and price offer to sales department. Communicated with sales departments to accomplish the optimum price.

***Key Contribution:***

* Managed working activities efficiently to deal with 3 sales districts in the same time.
* Reduced the project’s cost and price respectively by presenting out of the box ideas.
* Delivered training to the new estimation engineers.

*Additional experience as Site Engineer for Al Khateeb Est., Makah, KSA*

**Education and Certification**

**Bachelor of Science in Civil Engineering**

TISHREEN UNIVERSITY, LATAKIA, SYRIA

Training course in Sales Management Marketing Skills

Training course in Project Management Profession (PMP)

Training course in Rubber Guard (EPDM) and Ultraply (TPO)

**Technical Proficiency**

Microsoft Office Suite, AutoCAD, Butler MFG Design Software, MBS Design Software