



HISHAM SALAH MAHMOUD IBRAHIM

INDUSTRIAL SALES ENGINEER

PHONE

+966569818897 (KSA)
+201207088774 (Egypt)

EMAIL

hishamsalah1980@yahoo.com
Hishamsalah257@gmail.com

ADDRESS

Riyadh, KSA

ABOUT ME

Results-driven Sales Engineer with a solid technical background in mechanical engineering. Proven track record in achieving sales targets, securing major contracts, and driving business growth. Expertise in industrial solutions and services. Skilled in customer relationship management, technical support, and proposal preparation. Proficient in AutoCAD, Microsoft Excel, and SCADA. A dedicated professional with a proven ability to identify market trends and develop innovative sales techniques. Ready to contribute to the success of your organization as the ideal candidate.



PERSONAL INFO

- Date of Birth: July 25 1980
- Nationality: Egyptian
- Driving License: Available

EDUCATION DEGREE

**B.Sc. in Mechanical Production
Engineering Alexandria**

**University, Egypt Enrollment:
September 1998 – Graduation:
July 2003**

- Graduation Project: Design and Implementation of a Statistical Process Control System in an Industrial Manufacturing Process.
- Relevant Courses: Cost Analysis, Economy, Operation Research.

**High School Diploma Lycee El-
Horaya School, Egypt Graduation:
1998 with 92.4%**

LANGUAGE

- English: Excellent (C2)
- Arabic: Mother Language

EXPERIENCE

Sales and Marketing Engineer

Saudi Pultrusion Industry (SPI) (November 2014 – November 2017) (November 2023–Present)

Key Responsibilities:

- Successfully introduced and promoted Fiberglass FRP/GRP products in the market, ensuring repeat orders and customer satisfaction.
- Handled correspondence, queries, and liaison work with agents and companies.
- Registered the company with government and private organizations for material supply, tenders, and sales.

Key Achievements:

- Achieved significant market penetration and increased market share for SPI products.
- Successfully secured contracts with major clients, including Saudi Aramco, Ministry of Environment Water and Agriculture, SWCC, NWC, SADARA, Royal Commission, (Nesma & Partners, RTCC, SSEM, NSH).
- Received recognition for exceptional sales performance and consistently meeting or exceeding sales targets.
- Played a key role in developing and implementing effective marketing campaigns that resulted in increased brand visibility and customer engagement.
- Established strong business relationships with key stakeholders, leading to repeat business and long-term partnerships.

Industrial Sales Engineer

FUCHS (August 2021 – August 2023) FUCHS Lubricants Co.

Key Responsibilities:

- Report directly to the Managing Director and manage sales and service activities.
- Prepare and submit customized offers to customers based on their requirements.

EXPERIENCE

- Monitor daily sales reports, and collection reports, and record progress and improvements in day-to-day operations.
- Provide technical support to customers and address their inquiries and concerns.
- Prepare and consolidate professional proposal documents in line with specifications and bid deadlines.
- Main Customers: Saudi Diesel, JANA Marine Services, Abdullah Al-Shuwayer Group, Abdul Rahman Al-Otaishan, Arabian Geophysical & Surveying Co. (ARGAS), NESR, Saudi Cement, TAQA, Middle East Battery, Al Qaryan Group, Al-Mansoori Petroleum Services.

Key Achievements:

- Successfully closed numerous sales deals, resulting in a significant increase in revenue.
- Implemented efficient sales strategies that resulted in a notable boost in sales performance.
- Received recognition from the management for outstanding sales performance and contributions to the team.

Sales Manager Engineer

Tiknyat Al-Nakil Trading (December 2017 – August 2021) Techno Power

Key Responsibilities:

- Determine annual unit and gross-profit plans by implementing marketing strategies and analyzing market trends.
- Develop field sales action plans and ensure their effective implementation.
- Maintain sales volume, product mix, and selling price by staying updated with supply and demand, market trends, and competitors.
- Attend exhibitions, ensure proper product display, and project a professional company image
- Follow-up with current suppliers regarding the development of the products we supply.
- Searching for new suppliers to increase sales and speed up the supply of purchase orders

Key Achievements:

- Successfully met and exceeded annual sales targets consistently.
- Secured major contracts with key clients, including Almarai, Nestle Water, and PEPSICO.
- Introduced innovative sales techniques, resulting in a significant increase in customer acquisition.
- Played a pivotal role in developing and implementing new sales and marketing strategies that led to an expansion of the company's market presence.
- Received recognition for exceptional sales performance and outstanding client relationship management.

Mechanical Engineer (Operation & Maintenance)

Alexandria Water Company (November 2003 – October 2014)

Key Achievements:

- Successfully executed preventive maintenance programs, resulting in improved equipment reliability and reduced breakdowns.
- Played a key role in ensuring consistent water quality and adherence to regulatory standards.
- Implemented energy-saving measures, resulting in significant cost reductions.
- Received appreciation from senior management for exceptional performance and dedication to maintaining critical water treatment infrastructure.
- Actively contributed to the optimization of water treatment processes, improving operational efficiency and resource utilization.

COURSES AND TRAINING

- One Year Training in the Federal Republic of Germany by InWEnt (Capacity Building International, Germany), Theoretical and practical training program covering various subjects related to capacity building and professional development.
- Managing Change by Managing Human Resources Development (InWEnt, Germany), Theoretical training focused on managing change within organizations .

KEY SKILLS

- Proficient in AutoCAD.
- Advanced knowledge of Microsoft Excel for data analysis and reporting.
- Experience with SQL database management.
- Familiarity with statistical analysis software .
- Knowledge of project management methodologies .
- Expertise in nondestructive testing techniques.
- Proficient in using CNC (Computer Numerical Control) machines for precision machining.
- Sales strategy development.
- Strong understanding of mechanical design principles and software.
- Knowledge of failure analysis techniques and methodologies.
- Experience with quality control and statistical process control (SPC) methods.
- Skilled in using simulation and modeling software for engineering analysis.
- Skilled in B2B payment solution.
- Skilled in CRM strategic account management ,and market analysis.
- Account management.