

SALES ENGINEER

MUHAMMED HAGRAS



GET IN CONTACT

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PERSONAL PROFILE

A sales Engineer with demonstrated experience in this field for 2 years has a solid sales record and seeking new challenge in my career .

AREAS OF EXPERTISE

- Sales negotiation
- finance acumen
- Independence
- Analytical and problem-solving skills
- The ability to build relationships with clients quickly.
- Team Management

OTHER SKILLS

- Revit MEP Design .
- Microsoft office
- Hard working
- Team working
- Procurement

WORK EXPERIENCE

SALES MANAGER

GREENTECH FZ | JAN 2021 – Present

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Analysing costs and sales
- Administering client accounts.
- Calculating client quotations
- study the design for each project .
- study the technical and specification for each project .

SALES ENGINEER

TECHNOFAB Engineering | FEB 2020 – DEC 2020

- Searching for new clients who could benefit from your products in a designated region
- Travelling to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations
- Negotiating tender and contract terms
- Negotiating and closing sales by agreeing terms and conditions
- Offering after-sales support services
- Preparing reports for head office
- Meeting regular sales targets
- Recording and maintaining client contact data
- coordinating sales projects
- achieved (4M DHS OUT OF 6M DHS Target) by make a relation with new customers .

PROCUREMENT MEP ENGINEER

SAIFCO Electromechanical | OCT2018 – JAN 2020

- STUDY THE SPECIFICATION FOR ALL ITEMS IN THE PROJECT .
- SEND INQUIRY TO SUPPLIER AND RECEIVE THE QUOTATION AS PER SPECIFICATION FOR THE PROJECT .
- CONFIRM THE PAYMENT TERM WITH SUPPLIER .
- MAKE A COMPARISON BETWEEN THE SUPPLIER DEPENDS ON THE PRICE AND COMPLIANCE .
- RECEIVE MR. AND HANDLE THE PO WITH THE TEAM .
- CHECK THE CDC CHECK AND LC APPLICATION FOR PAYMENT TERM .
- VISIT THE SITE FOR CHECK THE DELIVERY AND THE QUALITY FOR THE MATERIAL .
- WORK ON PROJECTS (ALOFT HOTEL & AL SAYYAH RESIDENTIAL BUILDING & LABOUR CAMP AND DUBAI LAND 2 BUILDING) .

BIM MEP ENGINEER

TASMEM CONSULTANT | OCT 2017 – AUG 2018

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EDUCATION HISTORY

MANSOURA UNIVERSITY

Bachelor of Mechatronics Engineering , 2017 , Grad (B+)

COURSES

REVIT MEP: MECHANICAL CERTIFIED PROFESSIONAL 2016 .

Revit Architecture : 2016 Certified Professional .

HVAC & PLUMBING & FIRE FIGHTING Design at engineering house .