

Curriculum Vitae



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Career Objective:

To obtain a full-time position in the field of sales or purchase engineering that utilizes my analytical and interpersonal skills. To make a sound position in corporate world and work enthusiastically in team to achieve organization goals with devotion and hard work.

Education:

- 2018- Bachelor's Degree in Electrical Power Engineering
Yarmouk University, Irbid (Jordan).
- 2009 Secondary Education: Scientific Branch
Jerash Secondary School with 86.2 % very good.

Training Sessions:

- CCNA Certification from CISCO.
- Certification in English Conversation.
- Certification in Read Electrical Diagrams.
- I trained at Central Electricity Generating Company (CEGCO) for 3 months.
- I trained at Irbid Electricity Company for 3 months.

Languages:

- Arabic (Native Language).
- English Language (very good in reading, writing, and speaking).

Experiences:

- 30/10/2019 – Present: Match for Project Management, Sales and Purchasing Engineer.
- 12/5/2019 – 1/10/2019: Ideal Company as a Project and Site Engineer.
- 7/5/2011 – 1/4/2019: Personals Electrical Work, Maintenance work included (Electric Extensions, Installation of Control Panels, Pumps, Solar Cells and Plumbing).

Skills:

- Calculating & issuing clients quotations.
- Negotiating tender and contract terms.
- Searching for new clients.
- Travelling to visit potential clients.
- Negotiating and closing sales by agreeing terms and conditions.
- Offering after-sales support services.
- Administering client accounts.
- Analyzing costs and sales.
- Preparing reports for head office.
- Meeting regular sales targets.
- Recording and maintaining client contact data.
- Coordinating sales projects.
- Supporting marketing by attending trade shows, conferences and other marketing events.
- Making technical presentations and demonstrating how a product will meet client needs.
- Providing pre-sales technical assistance and product education.
- Liaising with other members of the sales team and other technical experts.
- Solving client problems.
- Helping in the design of custom-made products.
- Providing training and producing support material for the sales team.
- Establishing new, and maintaining existing, relationships with customers.
- Managing and interpreting customer requirements.
- Experience in Purchasing, Supplier Performance, Material Requirements, and Supply Chain / Logistics.
- Define RFQ / RFP activities and conduct negotiations with suppliers.
- Strong knowledge in manufacturing processes to SAE, ASTM or Military Standards.
- Excellent in MS office, specifically Outlook, Excel and PowerPoint.
- Excellent in presentations, verbal & written communication, interpersonal skills & being able to work in team environment.
- Successful negotiator, with the ability to influence others.

- Working knowledge of Engineering drawings, specifications, 3D files, various manufacturing process.
- Solid procurement and supply chain systems knowledge.
- Strong interpersonal and communication skills with a customer service focus.
- Thorough understanding of company's policies and procedures, especially those with supplier impact.
- Managing the Purchasing portion of budgets / tooling expenses.
- Ensuring cost, qualification and delivery of components that meet the project design book.
- Managing the Purchasing portion of budgets / tooling expenses.
- Responsible in purchasing project management of simultaneously managed multiple projects that involves diversity of different parts.
- Coordinating part approvals by working with design team & selected suppliers to get quality related documents like inspection reports and certificates.
- Responsible for supplier selection process of new parts in New Product Development using competitive pricing analysis. And responsible to make sure that key project milestones are delivered per agreed project schedule.
- Responsible and self-motivated individual.
- Exceptionally great communication skills both written and verbal.
- I have Driving License since 2010.
- Quick learner, hard-working and pay attention to details.
- Time management skills.

Membership:

Member in Jordan Engineers Association.

Certificates:

All certificates will be furnished upon request.

References:

Available upon request.