



## Ahmad Mohammad Al-Absi

Jordanian 25/05/1992

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### Objective

As a driven and career oriented person in the field of engineering, I am seeking opportunities where I can utilize my skills and experience to the optimum level, and where I can gain further relevant knowledge and experience to ensure continuous professional development.

### Professional Experience

#### ➤ Sales Engineer – Operations engineer @ Napoli Chemical Construction And General Contracting in Dammam (Jan 2019 – present).

- 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.
- 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.
- 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.
- Planned and coordinated project scheduling, budgeting and administrative tasks.
- Inspect project sites to monitor progress and ensure design specifications as well as safety.
- Guide managerial and industrial personnel by providing technical advice regarding design, construction, structural repairs, and program modifications.
- Oversee all construction, maintenance, and operations activities on project sites.
- Coordinated all work operations with clients and relevant officials.
- Determined project feasibility by estimating the quantities and cost of labor, equipment, and materials.
- Identified environmental risks and developed strategies for handling them on each project.

➤ **Sales Engineer @ Omega Paints and Chemical Industry in Bahrain (AUG 2018 – DEC 2018).**

**Duties and Responsibilities:**

- Establish new client database and bring in new client accounts.
- Handle and respond to all client inquiries and correspondence.
- Undertake price negotiations.
- Follow-up on client proposals and monitor the order processing and cash flow status of the project.
- Achieving sales targets.
- Researching new business leads and 'pitching' for new business.
- Maintaining and building relationships with existing clients.
- Completing administrative work, as required.
- Coordinate and manage opportunity pursuit teams. This includes identification of team members, use of Opportunity Review processes, solution, proposal, and sales strategy development.
- Co-coordinating with business development team during pre-sales.

➤ **Sales Engineer @ Professional Applications General Contracting in Khobar city (March 2017 – March 2018).**

**Duties and Responsibilities:**

- Using an existing network of industry contacts to generate revenue.
- Establish new client database and bring in new client accounts.
- Handle and respond to all client inquiries and correspondence.
- Undertake price negotiations.
- Follow-up on client proposals and monitor the order processing and cash flow status of the project.
- Achieving sales targets.
- Researching new business leads and 'pitching' for new business.
- Maintaining and building relationships with existing clients.
- Completing administrative work, as required.
- Coordinate and manage opportunity pursuit teams. This includes identification of team members, use of Opportunity Review processes, solution, proposal, and sales strategy development.
- Co-coordinating with business development team during pre-sales.
- Maintain an intimate understanding of the market, competitive threats and new market opportunities using the knowledge to help drive additional revenue.

➤ **Site Engineer (Training project) @ Mohammad Al-Ojaimi Contracting Est. in Dammam city (Major Company and Comprehensive) (Aug 2015 – Oct 2015)**

- Was responsible for monitoring a private project for Mohammed Al-Ojaimi which was a group of 14 villas, 2 palaces and a mosque, in Dammam-Saudi Arabia.
- Discussed some problems and issues with the project executive and found solution.

## Education

B.S.C Degree in Civil Engineering from Engineering Faculty - **Applied Science University** in Amman, Jordan.

**Graduation Project:** Rating Excellent

**Summary:** Design an urban road connecting between two villages in Jordan (al-Thughra and Bal'ama at Al-mafrag), designing including Horizontal and vertical curves, super elevation, pavement, drainage system, earth work.

## High School in Saudi Arabia, 2010

- General Secondary Education, Scientific stream.

## Skills

- Language – Fluency at reading, writing and speaking in Arabic and English.
- Computer – Proficient in Microsoft Office (Word, PowerPoint, and Excel)
  - MS Office Project Professional.
  - AutoCAD.

## Personal Skills:

- Excellent communication skills and planning abilities to implement innovative ideas.
- Exceptional organizational and administration skills to obtain and achieve goals and objectives.
- Self-motivated and dependable.
- Can easily fit into a team.
- Ability to think creatively and to solve problems.

References available upon request.