



Mothana Alfaris

sales engineer

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📍 abudhabi, United Arab Emirates

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🇸🇾 syria

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🚗 UAE

👤 male

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📞 00971523874049

🎓 EDUCATION

mechanical engineer specializes in material science Engineering

Aleppo University

🌐 LANGUAGES

Mother tongue: Arabic, English

📁 PROFESSIONAL EXPERIENCE

12/2019 – 10/2021

Sales Representative

Kata kit, Pepsi, and Sidi Hisham

major company trusted us and provided us with goods as a retail center

Achievements/Tasks

- Reach out to all customers at the allotted times on a regular basis.
- Achieving high profits and sales for the companies
- Concluding sales agreements with customers and make closing

12/2014 – 12/2019

Founder of SMEs

closed company

A small company funded by family and friends. Specialized in food, soft drinks, chips and biscuits. It was transferred to a sales representative for major companies such as Kata kit, Pepsi, and Sidi Hisham

Achievements/Tasks

- Carrying out purchases from suppliers.
- organizing vehicle movement protocols.
- managing continuous financing due to inflation.
- Follow-up of news events affecting the market.

09/2013 – 06/2014

Sales Engineer

AL-Anwar center

AL-Anwar center is company for Samsung, KTM electrical devises and solar energy devices

Achievements/Tasks

- Develop and maintain customers and gain more confidence in the products
- Visit the distributors locally and foreign to support in necessary product training project approvals and business reviews.
- Organize product presentations online seminars to the customers and end users for new products and existing products.
- Travel to the clients in area of responsibility
- Engage in technical discussion and technical assistance concerning the product startup / trouble shooting
- Make reporting of daily work and monthly sales

07/2011 – 07/2013

Storekeeper

ANK

ANK: Al-khatib trading company Import stationery and gifts services company

Achievements/Tasks

- Monitor the progress of products in warehouse.
- Dealing with the correct receive , storage and movement of goods
- Overseeing and recording deliveries and receive. Maintain inventory records and tracking system
- Determine appropriate locations for storage, and rotate inventory as needed.
- Adjust stock levels in a timely manner

COURSES

Adobe Photoshop

Online course

HAP,, Psychrometric analysis ,, AutoCAD, Solidwork ,DUCTMATE,,FIREFIGHTING,, ELITE FIRE,ASHRAE DUCT FITTING DATA BASE,SOLIDWORKS,HAP,, Psychrometric analysis

Engineering courses

Sales engineering ,,SMM ,,CRF,,CRM,, SEO,,wordpress ,,KPI, Enhance your online presence

Sales and marketing courses

standards and Total Quality Management

iso

SKILLS

Engineering skills such as AutoCAD, Solid Work HAP, and Firefighting Thus knowing exactly how each product works and presenting it as a technical solution.

, MS office skills, SMM skills : social listening ,post preparation ,analyze,

Promotion and stimulation of sales based on analyze customer needs., Passion and self-training even.,

Appropriate closer Negotiating and helping the customer to make the decision without selfishness...We wins.,

English communication, presentation, and negotiation skills,

highly motivated, goal-oriented, diligent, organized self-starter with an orientation towards a high level of customer service

REFERENCES

RESIDENCE: UAE WITH WORK PERMIT VISA: Valid up to 6/11/2024