



MAHMOUD MOHSEN KAMAL

+974 55550530

mmkis88@gmail.com

PERSONAL INFORMATION

Date of birth: 4th June 1988

Gender: Male

Marital status: Single

Nationality: Egyptian

QUALIFICATIONS

BACHELOR OF CIVIL AND STRUCTURAL ENGINEERING (PUBLIC WORKS) (2006-2011) AIN

SHAMS UNIVERSITY in Cairo – Egypt Graduation Project Degree: Excellent.

THE EGYPTIAN LANGUAGES SCHOOL (2006)

Doha - Qatar

PROFESSIONAL EXPERIENCE



KONE QATAR: (Present)

Technical Sales Engineer:

- Gather detailed information about the product and/or customer needs.
- Discuss technical features and/or design of the products or services with other technical personnel.
- Customize the solution as much as possible to align with client needs/preferences/pain points.
- Present solutions to customers and perform product demonstrations.
- Answer questions and provide general support, both to clients, owner or consultants.
- Closely monitor market trends or conditions.
- Provide close monitoring and follow up on customers to make sure they are satisfied and willing to cooperate with our team.
- Doing presentations when needed, to make sure customers are full aware of every aspect of our products.
- Using CRM on daily basis to make sure not to miss any opportunity and to follow up on daily and monthly activities and reports.
- Visiting projects and following up with PMs, Directors and decision makers on work progress and satisfactory of our work.



HILTI QATAR: (January 2017– October 2018)

Senior Account Manager:

- Identifies market potential by qualifying accounts.
- Initiates sales process by scheduling appointments; making initial presentation; understanding account requirements.
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Closes sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts.
- Expands sales in existing accounts by introducing new products and services; developing new applications.
- Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- Recommends new products and services by evaluating current product results; identifying needs to be filled.
- Accomplishes marketing and organization mission by completing related results as needed.
- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers
- Contributes to team effort by accomplishing related results as needed.



DOKA QATAR W.L.L: (June 2015 – December 2016)

“FORMWORK SPECIALISTS”

Technical Sales Engineer:

- Combining technical knowledge with sales skills to benefit from the products in the market.
- Visiting new and potential clients regularly to make sure they are satisfied.
- Maintaining relations with all clients; and checking their requirements and fulfill them.
- Persuading clients and convincing them with the products to assure it meets their requirements.
- Making daily, weekly and monthly reports to assure the accuracy of the work.
- 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.



CRC CONSTRUCTIONS AND RECONSTRUCTION “DORRA GROUP”

(Cairo – Egypt) (August 2011 – September 2013)

• Site Engineer

Projects:

- Private villa in Fifth Settlement (New Cairo)
- Two residential villas at Al Shorouk (Cairo)
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- Determines project responsibilities by identifying project phases and elements; assigning personnel to phases and elements; reviewing bids from contractors.
- Develops project objectives by reviewing project proposals and plans; conferring with management.
- Determines project specifications by studying product design, customer requirements, and performance standards; completing technical studies; preparing cost estimates.

CRC CONSTRUCTIONS AND RECONSTRUCTION “DORRA GROUP”

(Doha - Qatar) (September 2013 – May 2015)

Site Engineer:

- Acting as the main technical adviser on a construction site for subcontractors, crafts people and operatives.
- Setting out, leveling and surveying the site.

- Checking plans, drawings and quantities for accuracy of calculations.
- Planning the work and efficiently organizing the plant and site facilities to meet agreed deadlines

Site Engineer:

- Liaising with the local authority (where appropriate to the project) to ensure compliance with local construction regulations and by-laws
- Day-to-day management of the site, including supervising and monitoring the site labour force and the work of any subcontractors;
- Preparing reports as required
- Resolving any unexpected technical difficulties and other problems that may arise

Planning Engineer:

- Collecting, analyzing and interpreting data
- Visiting sites to make inspections
- Attending meetings
- Dealing with enquiries
- Making daily, weekly and monthly reports to assure the accuracy of the work

LANGUAGES

- **Arabic:** Mother tongue
- **English:** Fluently writing and spoken

SKILLS

Computer Skills

- Excellent knowledge of Microsoft Word, CRM, Excel, Primavera P6, PowerPoint and Office.

Personal Skills

- Hard worker, reliable, trustworthy, numerate, meticulous, punctual, and cooperative.
- Excellent interpersonal communication skills.
- Ability to recognize heavy work load with competing deadlines.
- Able to work solely or as a part of a team with exceptional performances in both cases.
- Perfect adaptation to new technologies.
- Very good presentation skills.
- Time management and a team player.