

CHEHAB HANY

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OBJECTIVE — To gain valuable experience in a qualified company, where I can invest and develop my skills, experience and potential I rewarded and challenging a new position with career development based on performance.

PROFESSIONAL CAREER

Asian Paints Berger - Qatar

Jun 2021 – Apr 2024

Senior Executive - Projects

- Created new customers by planning, frequent visits to potential customers and preparing quotations to increase market share.
- Worked with consultants, specifiers and contractors to get our materials specified and approved in each project.
- Followed up with customers on payments, balance reconciliation and cheque collection.
- Coordinated internally with other departments (such as Customer Service, Logistics, etc.) to ensure on-time delivery.
- Prepared project pipeline, monthly sales reports and updated sales activities.

Fischer - Qatar

Apr 2017 – May 2021

Key Project Engineer - Sales

- Played an integral role in new business pitches and hold responsibility for the effective on-boarding of new projects.
- Focused on growing and developing existing projects, together with generating new business.
- Acquired a thorough understanding of key project needs and requirements.
- Expanded the relationships with existing customers by continuously proposing solutions that meet their objectives.
- Acted as the key interface between the customer and all relevant divisions.
- Ensured the correct products and services are delivered to customers in a timely manner.
- Resolved any issues and problems faced by customers and deal with complaints to maintain trust.

Unitech - Qatar

Jan 2016 – Mar 2017

Sales Engineer

- Utilized sales skills to probe, build and cross-sell directly on site to customers through our product, market and service knowledge.
- Ensured adherence to Unitech's quality philosophy while supporting the Company strategy and culture to exceed customers' expectations.
- Performed marketing launches and promotions to customers and provided business solutions fully adapted to customers' needs.
- Handled customers financial issues related to Unitech, also negotiated and signed agreements "credit agreements and price agreements"

EDUCATION

Gisma University of Applied Sciences - Germany

Bachelor of Software Engineering - 2027

Alexandria Higher Institute of Engineering and Technology - Egypt

Bachelor of Electronics and Communications Engineering - 2014

Training and Courses

- Professional Selling Skills - from Human Training Consultants.
- Basic Product Training - from Fischer Regional Training Center

LANGUAGE SKILLS

Arabic - Native Speaker

English - Advanced C1

French - Intermediate B1

German - Beginner A1