

# Naser Nammour

## Senior Sales Representative

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### OBJECTIVE

After accomplishing top sales goals since 2010, I look forward to take on new challenges in the mother of all markets, bringing my humbled experience and product knowledge to a competitive level.

### EDUCATION

**Higher Diploma of Commercial Pilot License / Instrument Rated (CPL/IR)** : Royal Jordanian Air Academy : 2009

**High School Diploma** : American International School of Jeddah, KSA : 2006

### EXPERIENCE

Over the years, I've acquired excellent knowledge of a range of light, medium and heavy machinery for power generation, complete air systems, and construction machinery including Ingersoll Rand Stationary Air Compressors, FGWilson Electric Diesel Generators, Doosan Portable Compressors and Light Towers, Mosa Welding Machines, SEM Wheel Loaders, and Mustang Skid Steer Loaders.

**Senior Parts & Service Sales Representative, Product Support Department** : The Machinery Group LLC (TAMGO), A Zahid Group Company : Jeddah, KSA : 2014 – Present

- ∞ Create Yearly Budget and Forecast for spare parts based on Market Research, Machine Movements and population, Government tenders, Mega projects and Market Share Values.
- ∞ Document and update the company's system database with customer machine population, running hours, maintenance and overhaul history, and spare parts stock inventory.
- ∞ Manage up to 300 accounts.
- ∞ Write, submit, and secure maintenance programs and contracts depending on the customer demand, operation, and budget.
- ∞ Quote 3-5 year maintenance plans and inventory stock ups.
- ∞ Open and secure credit lines for new and existing accounts.
- ∞ Sell Parts over the counter, phone, or by visiting customers at their site.

- ∞ Create Invoices and Delivery notes for cash, credit, internal and external customers.
- ∞ Request, negotiate and process quotes from the service department.
- ∞ Perform Year End Inventory.

### **Junior Sales of New Machines, Prime Sales Department** † The Machinery Group LLC

(TAMGO), A Zahid Group Company † Jeddah, KSA † 2010 – 2013

- ∞ Quote customer requirements for on-hand projects.
- ∞ Create Yearly Budget and Forecast for spare parts based on Market Research, Machine Movements and population, Government tenders, Mega projects and Market Share Values.
- ∞ Manage up to 300 customers.
- ∞ Quote Bill of Material (BOM) for Minor and Mega projects.

### **ACHIEVEMENTS**

- ∞ Courses for Counter Sales Skills and Handling Angry and Upset Customers at Zahid Learning Center.
- ∞ Courses for assessing credit fraud customers at Zahid Learning Center.
- ∞ Promoted to Senior Position in 2013.
- ∞ Awarded Excellence Performance Award for the Year 2014, recognized by the General Manager, for achieving over 30% than the highest target.
- ∞ Achieved the required target for the years, 2015, 2016, 2017 and 2018.
- ∞ Certificate of successful completion of Level 1 Product Curriculum for Ingersoll Rand EMEA Distributors Including Centrifugal in 2019.
- ∞ Received multiple after sales support courses from the Head Office in Dubai for Ingersoll Rand Compressors.
- ∞ Attended multiple in-house courses by overseas instructors for FGWilson generators and Mustang Skid Steer Loaders.

### **MORE ABOUT ME**

- ∞ Proficient Level English Language
- ∞ Mother Tongue Arabic Language
- ∞ All around sports athlete
- ∞ Team player
- ∞ Handle/work under the pressure

### **REFERENCES**

The Machinery Group LLC (TAMGO)  
Telephone No: 00966-2-6912882  
Website: [www.tamgo.com](http://www.tamgo.com)

Royal Jordanian Air Academy  
Telephone No: 00962-6-489467  
Website: [www.royalflight.com](http://www.royalflight.com)