



PERSONNEL DETAILS

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Car Driving License: Egyptian & Saudi Arabia

Address: Riyadh, Saudi Arabia

ABOUT ME

Results-driven Technical Sales Manager with a track record of exceeding revenue targets, building high-performing teams, and fostering client relationships. Seeking a challenging Sales Manager role to leverage expertise in driving business growth and delivering exceptional results.

EDUCATION

Master of Business Administration - MBA 2022

University of WAYNE - Stat Pennsylvania - USA (UWSP-10-144112)

Bachelor Degree in Science May 2010

Cairo University, chemistry-physical college

ABDELAZEEM METWALY

Technical SALES MANAGER

EXPERIENCE

Technical Sales Manager

Green Dimension for Environmental Services.

Riyadh, Saudi Arabia. 10.2023 - Present

Key responsibilities:

- Engineering and Managing, Technical Support for Proposal & Projects Depts.,
- Collaborate with Stakeholders;
- Organizes and holds the bid kick-off meeting;
- Analyses Contract requirements and conditions and technical view Specify &. Approve the scope of work of each party involved in the bid.
- Prepares the bidding documents for the Clients RFQ's.
- Endorses the project organization, overall project schedule, overall execution plan, overall resources plan;
- Discuss/Review the P&ID with the Engineering Staff;
- Revise the project submittals (Calculation&. Drawing &. Material &. Equipment).
- Following up the implementation of mechanical &. piping works.
- Quantities survey and revise the invoices & participate in starting up duration and commissioning.
- Prepare &. Advice in the preparation of O &t M manual documents;
- Revise the as-Built drawing for mechanical works & Member in the committee of handing over the project.

Senior Sales Engineer

Water Secret Contracting Company

(WSCO) Riyadh, Saudi Arabia

01.2020 - 09.2023

Promoting and selling STP, RO, GWTP, Filtration & chlorination systems & chemical treatment solutions

Sales Engineer

Water and Environment Technologies Company

• (WETICO)

Jeddah, Saudi Arabia

05.2016 - 12.2019.

- Delivering technical presentations to clients.
- Managing customer service activities in coordination with service engineers.
- Handling key account clients, conducting market surveys, and performing sales analysis. Organizing meetings and presenting industrial water treatment programs persuasively. Utilizing technical knowledge to assess customer needs and propose product modifications.

LANGUAGES

- Arabic: Native
- English: Professional proficiency

SOFT SKILLS

- Computer Proficiency: Proficient in using Windows, MS Excel, MS Word, PowerPoint, and Access for effective sales management.
- IT Skills: Possess ICDL (International Computer Driving License) certification from the IBM center at El Maadi, demonstrating competency in various IT applications and tools.

SPECIALISED COURSES

Project Management Professional (PMP) - 2023

Project Management Institute

Occupational Safety and Health Standards for General Industry - 2010

The Texas A&M University System, Texas Engineering Extension Service

AWARDS

Certified of Appreciation, for good efforts and technical support- December 2017

Water and Environment Technologies Company (WETICO)

REFERENCES

Eng. Raed El Saleh
CEO, Water Secret Contracting Co.
(WSCO), Saudi Arabia
Mobile: +966 50 636 7754

ABDELAZEEM METWALY

Technical SALES MANAGER

Field Engineer

A Schlumberger Company (M-I SWACO) & Baker Hughes Egypt

2010 - 2016

Key responsibilities:

Technical Expertise and Standards Compliance:

- Applied a range of corrosion monitoring techniques, including weight loss corrosion coupons, ER probes, LPR probes, and ultrasonic thickness measurements.
- Ensured adherence to NACE standards while selecting monitoring locations and maintained meticulous records of KPC wells and assets.

Solution-oriented Approach and Data Analysis:

- Led the installation of corrosion monitoring systems and managed chemical injections through the hot tapping process.
- Monitored critical parameters such as pH, CO₂ partial pressure, H₂S content, chloride content, iron content, and amine content to optimize performance.

CORE COMPETENCIES

Sales Strategy: Develop and execute effective sales strategies to achieve revenue targets.

- Team Leadership: Lead and motivate sales teams to exceed performance objectives.
- Market Analysis: Conduct research to identify customer needs and market trends.
- Relationship Management: Cultivate and maintain strong customer relationships.
- Sales Forecasting: Utilize data-driven insights to forecast sales and analyze performance.
- Communication: Effectively communicate sales strategies and deliver compelling presentations.
- SAP Utilization: Proficiently use SAP systems and sales tools for efficient sales management.