

SAID BENAYAD

✉ Benayad.Student@igu.edu

SKILLS

- Consultative sales techniques
- SQL Server (still taking Udemey course)
- Python for Data Science(still taking Udemey course)
- Tableau
- Power BI

LANGUAGES

English



Full Professional

French



Full Professional

Arabic



Native or Bilingual

WORK HISTORY

June 2017 to May 2019

Technical Sales Engineer *Somaprol*, Casablanca , Morocco

- Prepared cost estimates and bid documents by studying customer RFPs and consulting with project managers.
- Suggested ideas for product evolution and new product variants.
- Managed technical integration, systems engineering program management, customer support and program management.
- Provided technical troubleshooting and problem solving for clients with installed equipment or system issues.
- Analyzed market trends, competitor performance and product strengths.

August 2016 to May 2017

Quality Manager *JP Industry*, Casablanca, Morocco

- Developed and analyzed quality control processes and deliverables to determine present standards and establish recommended action plans.
- Collaborated with stakeholders to verify delivery of desired quality requirements to distributors.
- Updated quality control standards, methods and procedures to meet compliance requirements.
- Followed quality standards and procedures to minimize errors and maximize customer satisfaction.
- Conducted audit inspections and independent checks to verify parts and materials.

February 2016 to June 2016

Laboratory Research Assistant *LafargeHolcim*, Casablanca , Morocco

- Characterized materials using analytical techniques and formulated recommendations based on results.
- Impact of p2o5 on clinker reactivity.
- DRX

July 2014 to September 2014

Internship Student *OCP* , Youssoufia , Morocco

EDUCATION

Expected in June 2022

Master of Science Data Management & Analytics (DMA)

IGlobal University, Vienna, VA

July 2020

ESL (English As A Second Language)

Stratford University

June 2016

Master of Science Materials Engineering

University Hassan II Casablanca , Morocco

June 2014

Bachelor of Science Physics And Chemistry of Materials

University Hassan II Casablanca , Morocco