

## MOHAMMED A. YOUSEF

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Dammam, KSA.

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**Objective:** seeking a job in a pioneer company as **sales account manager** for **low current systems in security & safety, communications, Audio & Video and Building management system** where I can deliver my knowledge & skills and contribute in company growth.

## PERSONAL INFORMATION

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**Date of birth:** June 2, 1984.

**Nationality:** Jordanian.

**Marital status:** Married, 2 kids.

**Resident of:** Saudi Arabia with transferable IQAMA.

## WORK HISTORY

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**09. 2011 - PRESENT**     **Al Kuhaimi Advanced Electronic Systems Co. – Dammam – KSA.**  
**Area Sales Supervisor – Low Current Systems.**

- Managing Sales Engineers team to achieve company sales target.
- Meeting contractors, proponents & consultants.
- Conduct product awareness programs by arranging technical seminars, product presentations, exhibitions and etc.
- Preparing system designs, Technical Specifications, Project BOQ's and budgetary proposals for Design Consultancy Co's & Proponents as per project requirements & international standards.
- Handling Key accounts clients.
- Responsible for Business Development.
- Provide technical support to sales staff by conducting site surveys and product presentations to their clients.
- Planning project sales and new business development.
- Providing monthly status reports of project sales and keeping track of new business opportunities.
- Keeping track of existing clients.

**05. 2008 – 09. 2011**     **Abdulla Fouad Holding Co. – Industrials Security & Safety Division**  
**Dammam – KSA.**

**Sr. Security Systems Engineer – Low Current Systems.**

- Engineering studies and security solutions for projects.
- Conducting site survey and submit technical report to Engineering manager.
- Execution projects based on project milestone.
- Submit technical submittals and shop drawings to consultant and end user for approvals.

- Work on installation, termination, programming, testing, commissioning & training with technical team.
- Conduct Site Acceptance Test (SAT) and Factory Acceptance Test (FAT).
- Conduct inspection of systems and handover with presence of consultant and end user and submitting handover report to project manager.

**11.2007 – 05.2008**

**SelaPASS Trading Company – Khobar – KSA**  
**Technical Sales Systems Engineer - Low Current Systems.**

- Preparing quotations for clients and follow up.
- Site & clients visits for meeting and site survey.
- Submit design and solutions for low currents systems.
- Work on installation, programming, testing, commissioning & training to clients.
- Preparing technical submittals for approvals.

**09.2006 – 05.2007**

**Falcons soft Co. – Amman – Jordan.**  
**Technical Engineer – Communications & Network.**

- Technical support for Computer & Printer maintenance “Hardware & Software”
- Data cable pulling, conduiting & termination.
- Switches and Router configuration and programming.
- Build computers and printers networks.
- Site survey, installation, programming, testing & commissioning.

## **EDUCATION**

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**09.2002 – 07.2007**

**AI – Balqa Applied University – Faculty of Engineering College – Amman – Jordan.**

- B.Sc. Degree in “Computer Engineering”

**2002**

**AI – Dammam Secondary School – Dammam – KSA.**

- Secondary School Certificate.

## **PROFESSIONAL TRAINING**

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### **▪ Sales:**

- How to manage & increase Sales – Dammam – KSA – 3 days training 2014.
- Many sales trainings and seminars.

### **▪ Technical:**

- MAXXESS access control systems – Jeddah – KSA – 1<sup>st</sup> to 28<sup>th</sup> February 2010.
- KANTECH access control systems – Manamah – Bahrain – 7<sup>th</sup> to 10<sup>th</sup> November 2010.
- Fiber SenSys intrusion detection – Dammam – KSA – 11<sup>th</sup> to 15<sup>th</sup> December 2010.

### **▪ Management:**

- Project Management training course – Dammam – KSA – 27<sup>th</sup> – 28<sup>th</sup> June 2009.
- Time Management training course – Dammam – KSA – 8<sup>th</sup> – 9<sup>th</sup> June 2009.

▪ **Computer & Network:**

- Microsoft Computer System Engineer (**MCSE**) training course – Amman – Jordan – 12 March to 18 June, 2007.
- Cisco Certified Network Associative (**CCNA**) training course – Amman – Jordan – 8 July to 23 August, 2006.

▪ **Languages:**

- English language course in 4th level in Dammam Languages Center – Dammam – KSA – 22 June to 22 July, 1998.
- English language course in 1st level in British Council – Dammam – KSA – 28 June to 30 July, 1997.

## **QUALIFICATIONS**

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- **Excellent Team Leader.**
- **Able to Cooperate & Communicate with Other Staff Members.**
- **Hard Worker & Fast Learner.**
- **Driving license & transferable Iqama in KSA.**
- **Member of Jordanian & Saudi Engineers Associations.**
- **Great experience in technical and sales for low current systems for more than 9 years.**
- **Planner and decision taker.**

## **LANGUEGS**

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- **Arabic is native language.**
- **English – Very good in Writing & Speaking.**

## **HOBBIES**

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- **Reading about updates and new technology in electronics, electrical, communications, security and safety ... etc.**
- **Internet – for researches and knowledge.**
- **Travelling for exhibitions, events & find out new suppliers and manufacturers.**
- **Soccer.**