

# Anwar Helal

Technical Sales Engineer



## Contact

### Address

Ruwais, Abu Dhabi - UAE

### Phone

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### E-mail

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### Date of Birth

6 October 1988

### Nationality

Jordanian

### LinkedIn

<https://www.linkedin.com/in/anwar-hilal-a598264b/>

## Skills

Technical support

Business development

Technical & Commercial  
Proposals

Motivated Technical Sales Engineer with proven track record of building and growing sales territories in competitive environments. Dedicated to building rapport and maintaining loyal customer relationships through understanding needs and creating individual solutions. Offering deep technical acumen with strong communication skills to help customers understand product offerings.

## Work History

2012-07 -  
Current

### CHIMEC S.p.A.

*Rome, Italy*

- CHIMEC S.p.A. is international specialty chemicals manufacturer, based in Rome-Italy, which provide chemical treatments and services which used in Oil & Gas industry, water treatments and petrochemical industries.
- Technical sales engineer in International Business Development Unit providing technical assistance and services in application of chemicals treatments for oil, gas and water processes, with aim to overcome operating setbacks such as corrosion, organic and inorganic fouling, foaming, emulsion stability and bacterial contamination.

2019-09 -  
Current

### Technical Sales Engineer

*CHIMEC Gulf Fze, Ruwais, Abu Dhabi - UAE*

2012-07 -  
2019-09

### Technical Sales Engineer

*CHIMEC S.p.A, Doha - Qatar*

- Maintain the client's business by providing professional technical supports, field services and Laboratory analysis.
- Business development with the current clients and search for new opportunities.
- Liaising with other members of the sales team and other technical experts in order to solve client problems.
- Managing and interpreting customer requirements - speaking with clients to understand, anticipate and meet their needs.

Water & Waste Water  
Treatments

Work Independently

Work Under Pressure

Sales

Logistics

MS Office

Languages

Arabic

English

- Providing pre-sales technical assistance and product education.
- Follow up all sales orders, chemicals shipments and logistics.
- Working and preparing the Technical Offers and Proposals for new bidding tenders with many clients.
- Contacting with Development & Marketing Technological unit in Italy.
- Organizing between the clients and D&M Technological unit from Italy every year for plant survey, treatments review, solving the problems, reporting, suggestions and Recommendation to maintain high efficient treatments in the plant.
- Investigation and Problems solving for troubleshooting and failure if happened in the plant/treatment.
- Lab analysis, Reporting, Meetings with Production, Operations and Process Engineers, technical support and field support.
- In-site follow up and monitoring for the Operation's units parameters with different companies:
  - *Dolphin Energy, Gas Plant - Qatar.*
  - *Qatar Gas, Gas Plant - Qatar.*
  - *Maersk Oil, Offshore Platform - Qatar.*
  - *Qatar Petroleum, Oilfield - Qatar.*
  - *Jaidah Energy, Trading – Qatar.*
  - *Takreer, Abu Dhabi Refinery – ADNOC – UAE.*
  - *Takreer, Ruwais Refinery – ADNOC – UAE.*
  - *Saif Group, Trading – UAE.*

Education

2006-09 -  
2012-01

**Bachelor of Engineering Technology:  
Chemical Engineering**

*University of Jordan - Amman, Jordan*

Interests

Traveling - Expert Traveler

Events Organizing