



Qasim Emad Al-Naqip

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Personal Information

- **Martial status:** Married
- **Nationality:** Jordanian
- **Date of Birth:** June 14,1989
- **Place of Birth:** Amman
- **Languages:** Excellent Arabic, Very good English

Objective :

Seeking an opportunity to expand my responsibilities in a position that will utilize and challenge my experience.

Experience:

- **November 2015 to present:** Senior Sales Engineer in **(Chint-Jordan)** Takriti Est. For Electrical and Industrial supplies in low voltage Field and LED Lighting.
Tasks:
 - Marketing Plans and Business Development.
 - Customer Satisfaction.
 - Tender's analysis & Test.
 - Follow up the product's stock & prepare the new orders.
 - Pricing new products.
 - Responsibility of sales engineers tasks (Sales Target Achievement).
- ❖ 17th -23 Aug. 2019 :Test the products of Call off contract tender, Molded Case Circuit Breaker (MCCB), Miniature Circuit Breaker (MCB) and Current Transformer(CT) according to IEC in Chint Factory in China.
- ❖ 18th – 25 Apr 2018: MCCB Tender's test.
- ❖ 16th – 22 Dec. 2017 : MCB Tender's Test
- ❖ 6th – 12 Oct. 2017 : Fuses Tender's Test.
- ❖ 15th – 22 Oct. 2016 : Fuses Tender's Test.
- ❖ 17th – 23 April 2016: Contactors Tender's Test.
- ❖ 12 – 21 March 2016: MCB and MCCB Fixed type Tender's Test.
- ❖ 15th – 20 Dec-2015 : MCCB Electronic type Tender's Test.
- **August 2012 to October 2015:** Sales Engineer and Technical support in **(Chint-Jordan)** Takriti Est.
Tasks:
 - Supply low voltage products for Utilities, industrial and residential sectors.
 - Technical Presentations, Price Offers for Consulting Companies.
 - Sales Target Achievements and Reports.

Education :

June 2012 University of Jordan Amman/ Jordan
BSC in Electrical/Mechatronics Engineering.

June 2007 Omar Bin Al-Khattab School Amman/ Jordan
The General Secondary Education, Scientific Stream

Training :

4th - 6th March-2015: Chint Training in Dubai for low voltage products.

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| ▪ Power Distribution System
Products, Troubleshooting &
Accessories Installation | ▪ Control Products,
Troubleshooting & Accessories
installation |
| ▪ Inverter & Soft Start
Programming | ▪ Solar Energy Products |

June 2011- August 2011: University Training Al-Fida'a Engineering Company;
-Temperature Controller. - Power and Control diagrams.
- PLC programming. - Power Factor Correction
-Control AC motor by Variable Frequency Drive (VFD)

Courses :

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|---|---------------------------|
| 1. Mini MBA (75 hours) | 2. Home Automation. |
| 3. PLC s7 300 | 4. Advance MATLAB Course. |
| 5. Electronics & PCB (Printed Circuit Board). | |

skills :

- Sales and Marketing.
- Analytical Analysis.
- Team Leader
- Negotiation.
- Good using Engineering Programs like (MATLAB, SolidWorks, Automation Studio) programming and Simulation. And PLC's Programs
- Very good using Operating System Windows, Microsoft Office & Internet research.

Graduation Project :

Design and construction of three DOF manipulator.

The project aims mainly to design a three Degree of Freedom manipulator which is used to perform Pick and Place operations programmed by Visual basic 6.

Related Educational Courses :

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|--------------------------------|------------------------------|
| ▪ Automation | ▪ Process Control |
| ▪ Hydraulic & Pneumatic System | ▪ Mechatronics System Design |
| ▪ Electrical Drive | ▪ Power Electronics |
| ▪ Instrumentations | ▪ Control Systems |

Other Information:

- I was a member of JU Students Union 2011-2012.
- I have Jordanian driving license.

REFERENCES ARE AVAILABLE UPON REQUEST