



# Abdulla Amer Zubair

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Baghdad-Al Karkh  
Iraq

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## OBJECTIVE

Seeking a position as Sales engineer where extensive experience will be further developed and utilized. Extensive experience to the credit.

## WORK EXPERIENCE

### Horizon for oil and gas services, Baghdad

**March 2013 — Present**

sales engineer

Duties and responsibilities:

- Primarily for Oil & Gas Industry.
  - Responsible for actively driving and managing the technology evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisory and product advocate for our products.
  - Able to articulate technology and product positioning to both business and technical users.
  - Able to establish and maintain strong relationship throughout the sales cycle.
- Responsibilities.
- Responsible for development and delivery of product demonstrations.
  - Responsible for representing the product to customers and at field events such as conferences, seminars, etc.
  - Able to respond to functional and technical elements of RFQs.
  - Able to convey customer requirements to Product Management teams.

## QUALIFICATIONS

- Communication.
- Ability to Work Under Pressure.
- Time Management.
- Self-motivation.
- Planning and research skills.
- Teamwork and interpersonal skills.

## EDUCATION

### Bsc in mechanical engineering

**November 2008 — July 2012**

University of Baghdad

Obtained the BSC degree with GPA 72

## INTERESTS

Music, Reading, Painting