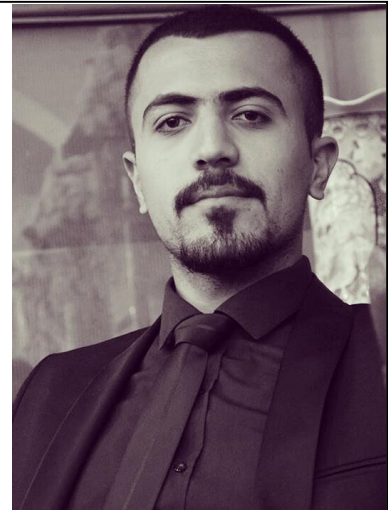


NAME: Omar Mukhlif
POSITION: Key Account Manager
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PHONE: 07715175757
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LinkedIn: <https://www.linkedin.com/in/omar-altaay-73152ab7/>



• EDUCATION

B.Sc. Electrical Engineering - Al Mustansiriya University –Baghdad

• PROFILE

I've developed good organizational skills, an analytical/logical Approach to tasks and the ability to work under pressure. I am able to work well both on my own initiative And as part of a team my main strengths are adaptability, Dependability and the determination to get a job done I try to learn something new from every experience Because I believe there is always room for self-improvement both personally and professionally

AREAS OF EXPERTISE

- Electrical Engineering
- Sales Engineer
- supervising and coordinating
- Safety Compliance
- Power Generation
- Automation Engineering
- Public relation
- Decision-Making
- Planning and Organizing
- Recruitment, Technical Staffing and Manpower Supply
- Operation and Support
- Logistic
- Contracting and Business Negotiating
- Oil & Gas
- Development and training
- Taxes Consultant and Processor
- Dependable, Adaptability
- Communication Skills

TRAINING

- a full training on Siemens and Beckhoff PLC hardware and software in Beirut Lebanon with (AUTOMATE-Siemens authorized partner in Lebanon) Beckhoff PC based automation and TwinCAT basics SIEMENS Step 7 Programming basics ,SCADA basics
- I've taken an online customer care training with caterpillar university
- I've taken an online product line training with caterpillar university
- a full training on CRM SalesForce and SAP
- I have completed more than 30 h of multiple EHS Training with IRATRAC (Caterpillar) as listed below
In addition to LOTO training and permit to work system Training
 - * EHS In-House Induction * Personal Protective Equipment * Portable fire Extinguisher
 - * LOTO awareness * Permit to WORK Awareness * General Environmental Awareness
 - * Accident Prevention Sign and Tags * Fall Protection Awareness

Company: **MENA industrial service company**

Dates: **November 2016 - present**

Location: **BAGHDAD**

Job title: **Key Account Manager (Recruiter & Technical Staffing
/Sales/Operation & logistics/PRO & Taxations)**



Job Description:

➤ **Sales responsibilities**

- Accomplishes regional sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees in assigned districts; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining regional sales system improvements; implementing change.
- Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.

➤ **Operating responsibilities**

- Establish contracts and pricing and ensuring proper maintenance and serving as primary liaison with utilities and local government agencies, such as fire, police, health and safety agencies
- Planning and controlling the mobilization of technical staff.
- Contribute operations information and recommendations to strategic plans and reviews; prepare and complete action plans; implement production, productivity, quality and customer-service standards; resolve problems; complete audits; identify trends
- Analyze process workflow, employee and space requirements and equipment layout; implement changes
- Serve as primary point of contact when there are customer issues related to equipment quality, customer service, or accidents and mishaps on-site. In particular, this includes any issues on-site at client facilities, such as breaking a fence or tape residue on flooring
- Work closely with GM and management team to set and/or implement policies, procedures and systems and to follow through with implementation.
- Managing quality assurance programs.
- Setting and reviewing budgets and managing cost.

➤ **PR responsibilities**

- Planning, developing and implementing PR strategies.
- Communicating with colleagues and key spokespeople.
- Develop a marketing communications plan including strategy, goals, budget and tactics
- Build relationships with thought leaders to grow industry awareness
- Commissioning market research.
- Experience in taxes processing and representing the company in all government related matters as company represented and spokesman

Company: **Al Sabah Group for industrial and building automation**

Dates : **2016- Nov 2016**

Location : **BAGHDAD**

Job title : **Operation and Sales Engineer**



Job Description:

- Confer with customers and engineers to assess equipment needs and to determine system requirements
- Communicating and Meeting with clients to satisfy their needs
- Installation and commissioning
- Develop and implement standard engineering practices, as well as provide detailed documentation upon project completion.
- Check quality of assemblers and technicians work and respond to inquiries during assembly
- Negotiate contracts with the end user
- Provide technical advice and solutions
- Help establish new and maintain existing standards
- Secure and renew orders and arrange delivery
- Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule
- responsible for automation and controls systems design, specification, programming, simulation and testing, and start-up assistance
- experience in PLC logic and programming with any of the following PLCs: SIEMENS, Allen Bradley, BECKHOFF and HMI or SCADA programming and configuration
- Panel design and layout, bill of materials, and wiring schematic capabilities
- Research supplier products for assembly components
- Power up electrical systems and configure hardware per application specifications
- Programmed customer requirements and expectations and provided practical solutions
- Work with Sales Engineers to provide input with quote preparation as required
- Calibrated and programmed production equipment.
- scheduling and coordinating work to tight deadlines
- ensuring that equipment works to its specification

Company : **CATERPILLAR**
Dates : **2014-2016**
Location : **BASRA**
Job title : **Sales Engineer-Power Generation**



Job Description:

- Prepare and deliver technical presentations explaining products or services to customers and prospective customers
- Confer with customers and engineers to assess equipment needs and to determine system requirements
- Secure and renew orders and arrange delivery
- Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Submits orders by conferring with technical support staff; costing engineering changes.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment; engineering or proposing changes in equipment, processes, or use of materials or services
- Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, architects, and other professional and technical personnel.
- scheduling and coordinating work to tight deadlines
- ensuring that equipment works to its specification
- creating and carrying out test procedures
- investigating problems, diagnosing/repairing faults
- liaising with installation/project engineers
- writing reports and documentation
- ensuring safe working conditions
- Communicating and Meeting with clients to satisfy their needs