

Eng. Hassan Sa'eed Hassan



Academic Information:

Bachelor: BSC in Electronics & communications Engineer 2004 .
University: Arab Academy for Science & Technology & Maritime Transport (AAST) EGYPT.
Faculty: Engineering.
Department: Electronics & Communications.
Graduation project: High-Definition Television HDTV.
Project Grade: Very Good.

Working experience:

- Worked at "SAMSUNG ELECTRONICS "from 2004 till 2008 as a Sales Engineer.
- Worked at department of sales and major projects in "OTIS ELEVATORS CO "In Riyadh branch (SAUDIA ARABIA). From 2008 till 2016 as a Senior Sales Engineer.
- Worked at department of sales and major projects in "SCHINDLER ELEVATORS CO "In Riyadh branch (SAUDIA ARABIA). From 2016 till 2017 as a Key Account Manger.
- Working at department of sales and Business Development in "MITSUBISHI ELECTRIC CO "In Riyadh branch (SAUDIA ARABIA) . From 2017 till now as a KEY ACCOUNT SALES MANGER.

Diploma Experience:

- MBA Certified from IMBI- Germany.
- PMP Certified (PROJECT MANAGEMENT PROFESIONAL) from PMI.
- SAP and CRM Certified Application Associate from IBM.
- Certificate from the Saudi Council of Engineers as Professional Engineer and Government Trainer.
- LEED 101: green building basics & LEED from Carrier USA.

Studied Courses:

- Electronic Circuits (Analog & Digital).
- Communication Systems (Analog & Digital).
- Wave Propagation & Antennas (Analysis & Design).
- Digital Signal Processing.
- Microwave Devices Technology.
- Introduction to Microprocessor.
- Optical Communications.
- VLSI Fabrication and Testing.
- Mobile Communications (GSM Networks)

KEY ACCOUNT MANAGER



00966-566814881



hassanibrahim8819@gmail.com



Riyadh



24/10/1982.



Married.



Egyptian

Computer skills

- Microsoft Office (Word, Excel, Power point).
- Microsoft windows 11x, VISTA
- Skills in using all internet tools & HTML.
- Have a good knowledge with Hardware troubleshooting, maintenance & Software Installation.

Language skills

- Arabic: Native "Mother tongue"
- English Native .
- French: fair

Responsibilities:

1. Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements. Provides product, service, or equipment technical and engineering information by answering questions and requests.
2. Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule.
3. Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, architects, and other professional and technical personnel & survey the sites.
4. 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.
5. Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
6. Follow up & collect the coming payments as per contract.
7. Follow up the submitted L/G with the customers until bring back to the company as per contract & the same when the contract payments based upon L/C.
8. To follow up the drawings, finishes approvals up to order & the same for s.s
9. To follow up with the concern up to delivery of materials for all sales.
10. To increase the no of proposals, customers, new area, volume of business & to achieve his plan, to reduce the receivables & provisions.
11. To prepare the necessary reports, attend internal & outside meetings
12. To increase the no of visits of customers, general contractors & consultants.
13. For service sales, to reduce the cancellations & to increase the o-class value, follow up with the FOD until customer problems solved.
14. To increase the volume of business & improve the margin booked for all activities.
15. Submits orders by conferring with technical support staff; costing engineering changes.
16. Develops customer's staff by providing technical information and training.
17. Complies with federal, state, and local legal requirements by studying existing and new legislation; anticipating future legislation; advising customer on product, service, or equipment adherence to requirements; advising customer on needed actions.
18. Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
19. Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
20. Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing

Scope of Expertise:

Business Development Manager ,Customer Relation Manager ,Technical Trainer , Presale support activities, identification of customer product needs, conducting of feasibility and performance studies , engineering adaptations of products, equipment's, and services, all the activities, sales skills, good relations, good ambassador of Otis, good knowledge & hard worker.

List Of Worked Projects

- 1- Riyadh Metro with value 410 M-SAR.
- 2- King Khalid International Airport with value 200 M-SAR
- 3- NEOM project with value 165 M-SAR.
- 4- Red Sea project with value 138 M-SAR.
- 5- KAFC , King Abdullah Financial District with value 288 M-SAR.
- 6- HHR – Haramain High Speed Railways with value 313 M-SAR.
- 7- Kingdom Tower in Jeddah with value 126 M-SAR.
- 8- Al-Qiddiya project with value 295 M-SAR .
- 9- King Salman Park with value 93M-SAR .

شهادة

إعتماد مهني

Membership no.: 113421

Certificate
Professional Accreditation

Saudi Council of Engineers, which aims at prescribing necessary rules, regulations, and examinations for obtaining professional degrees, as stipulated in its Statute issued by Royal Decree 36/M dated 26/09/1423H, and in accordance with the Executive Bylaws and Regulations for professional accreditation, hereby awards:

HASSAN SAID HASSAN IBRAHIM

Classification: Engineering

Specialization : Electrical Engineering

Grade : Professional

Grade Expiry Date: 5/22/2024

This Certification is valid until:

18 May 2022

الأمين العام
Secretary General

م. فرحان بن حيدر الشمري

عضوية رقم: 113421

استناداً إلى نظام الهيئة السعودية للمهندسين الصادر بالمرسوم الملكي رقم م / ٣٦ وتاريخ ٢٦ / ٩ / ١٤٢٣هـ، بوضع القواعد والامتحانات اللازمة للحصول على الدرجات المهنية وبناءً على اللائحة التنفيذية وقواعد الاعتماد المهني للمهندسين، فقد قررت الهيئة منح:

حسن سعيد حسن إبراهيم

التصنيف : هندسة

التخصص : هندسة كهربائية

الدرجة : محترف

تاريخ انتهاء الدرجة: 5/22/2024

17 شوال 1443

هذه الشهادة صالحة إلى تاريخ:

مدير عام الاعتماد والتأهيل المهني
PA&Q Director

م. فوزان بن طارق جنة



THE U.S. GREEN BUILDING COUNCIL
AND CARRIER RECOGNIZE

Mr. Hassan Said

FOR THE SUCCESSFUL COMPLETION OF

LEED 101: GREEN BUILDING BASICS & LEED

This course is registered with:

0.35 CSI Continuing Education Units (CEUs)

3 BOMI Continuing Professional Development (CPD) Credits

3 CoreNet Continuing Professional Development credits (CPDs)

3.5 AIA/CES Learning Units (LUs) for Health, Safety, and Welfare (HSW) and Sustainable Design (SD)

This certificate may be used for self-reporting to other professional organizations.

This course is not eligible for GBCI CE hours but does satisfy LEED Green Associate Exam eligibility requirements.

December 4th 2013

Date Issued

Syed Abid Hussain

Rajesh Malik



LEED® is a registered trademark of the U.S. Green Building Council

90000027



**International Business
Management Institute**
Berlin · Germany



This certifies that

Hassan Saeed Hassan Ibrahim

has successfully completed the

Mini-MBA Program

by passing the following courses:

-
- | | |
|--------------------------------------|------------------------------|
| · International Business & Economics | · Strategy & Operations |
| · Essential Management Skills | · Finance & Accounting |
| · Human Resource Management | · Marketing & Communications |



QR Code for
Verification


President



Seal


President

President

Project Management Institute

THIS IS TO CERTIFY THAT

Hassan Saeed Hassan Ibrahim

HAS BEEN FORMALLY EVALUATED FOR DEMONSTRATED EXPERIENCE, KNOWLEDGE AND PERFORMANCE
IN ACHIEVING AN ORGANIZATIONAL OBJECTIVE THROUGH DEFINING AND OVERSEEING PROJECTS AND
RESOURCES AND IS HEREBY BESTOWED THE GLOBAL CREDENTIAL

Project Management Professional (PMP)®

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE



Tony Appleby
Chair, Board of Directors



Sunil Prashara
President and Chief Executive Officer



PMP® Number:

PMP® Original Grant Date: 23 July 2021

PMP® Expiration Date: 22 July 2024

