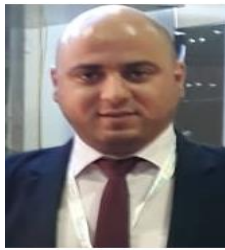


Curriculum Vitae of **Eng. MOHAMMAD SADEQ**

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Email: [Eng.moh.sadiq@gmail.com](mailto:Eng.moh.sadiq@gmail.com)



Dear Sir / Madam:

I am a mechatronics engineer, holding bachelor's degree from The Hashemite University in Jordan. Mechatronics (or what also known as Electromechanical Engineering) is the result for interactive between electrical engineering, mechanical, electronics, control, and automation. Which means; in addition, that I am specialist in filed, I studied several subjects which helped me to success during my carrier too.

I have work experiences in different fields like: automatic access technologies, industrial machinery (Computer Numerical Control CNC type in the field of metal fabrication, wood, aluminum, and glass), conveying systems (elevators & escalators, .etc.), and cable management system.

The above-mentioned experiences distributed as technical positions, sales, and business development. I am certified in several training from European countries & Gulf country council. Certificates will be provided upon request.

My work experiences generated a strong knowledge in several fields; maintenance, operation, marketing, trading, procurement, payment types, training, testing and commissioning, and more.

I am sure that I can deliver unexpected results in any new position I will handle, because of my personality of research, development, and learn more and more.

My main rule in the life: it doesn't matter if I am going to work in same field where I was before or not! The important is to have full success in the new field and make difference, as I used to be.

## **Brief**

### **Nationality:**

- \* Jordanian

### **Previous & Current Positions:**

- \* Branch Manager - Regional Manager
- \* Business Development
- \* Regional Sales Manger
- \* Technical (Service) Engineer
- \* Maintenance & Production Engineer.

### **Experience Fields:**

- \* CNC Industrial Machinery (Steel, Aluminum, Wood, and Glass).
- \* Automatic Access Technologies.
- \* Conveying Systems (Elevators & Escalators).
- \* Cable Management System.

### **Current Residence Country:**

- \* Saudi Arabia

### **Previous Residence Countries:**

- \* United Arab Emirates
- \* Kuwait
- \* Jordan

### **Contact me:**

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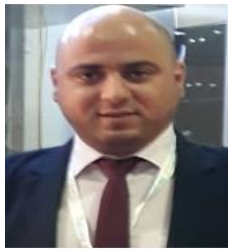
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## **\*1<sup>st</sup> Experience & Responsibilities:**

### **Title: Regional Manager – Branch Manager**

Employer: Gulf Machines Trading Est. (GUMACO)

Location: Saudi Arabia

Period: Jan, 2021– Present

- Head of branch; Sales, after sales service, accounting, HR, collections, payments, logistics ... etc.
- Managing day to day branch activities, operation, and different types of organization's stakeholders.
- Planning, plans implementation, pricing, profit selection.
- Regular customer visits, sales presentations, kick off meetings and follow up. Evaluate, identify client needs, suggest products & provide service solutions.
- Build good relationship with different types of customers (holding groups, factories, contractors, industrial consultants, end users, ...etc.).
- B2B & B2C sales. Create and sign customer's final contracts and agreements.
- Check personally, client's satisfaction for sales and after sales service for other team members.
- Find, study, negotiate, create agreements, and sign contracts with international suppliers and manufacturers. Products and models selection as per market demands.
- Stay Abreast with suppliers; knowledge & information related to the products and new products.
- Stay abreast of market conditions and competition.
- Directly reporting to the group Executive Manager.

### **Title: Central Region Sales Manager**

Employer: MNAF3 Industrial Co. Ltd. / Automatic Doors Division – Stanley brand (USA).

Location: Saudi Arabia

Period: Feb, 2020 – Dec, 2020.

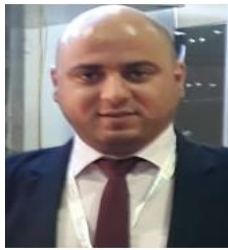
- Work proactively to keep a busy sales pipeline in cooperation with other sales team.
- Identify & secure new customers and develop ongoing relationships as this is a 100% new business focused role.

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- Think strategically to develop a territory business plan.
- Convince customers of the value proposition of our company range of service solutions to secure greater share of the market.
- Organize visits to key fabricators, consultants, main contractors, and important ministries and societies.
- Keep in touch with supplier to get more information about products and updated information related to automatic doors.
- Attend related events and other meetings to stay abreast of market conditions and competition.
- Other managerial responsibilities. Recruiting, training, and evaluating employees. Internal documentation/processes for execution of the orders.

### **Title: Business Development Manager**

Employer: Alaa Al Jazeera Gen. Trad. & Cont. Co.

Location: United Arab Emirates & Kuwait

Period: January, 2018 – Feb, 2020.

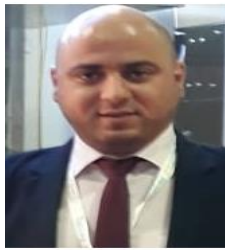
- Boost business growth by developing contacts, introducing the company to potential customers, create and develop relationships with new and existing customers, identifying market opportunities and increasing sales.
- Strategic leader and key representative to create and drive sales opportunities. Establish and maintain a consistent level of communication with new and existing projects across covered region.
- Develop relationships with industry professionals to generate new business opportunities.
- Develop new partnerships with distributors, contractors, and consultants. Cold call new clients conduct product presentation and develop relationships.
- Create and implement a business development and sales strategy that employs direct and channel approaches to significantly expand the use of our solutions in covered region and collaborate with production team.
- Increasing productivity of sales channels, managing many sales accounts (B 2 B & B 2 C), increasing market share and profit volumes, ensures customers loyalty and satisfaction.
- Preparing plans & KPIs to review business performance and forecasting of future sales and planned activities.
- Maintain relations between stakeholders.
- Maintain business ethics, and work standards.
- Contract management steps. Techno-commercial.
- Empower my team, train, support and mentor team members. Collaborate with staff.
- Attend related events and other meetings to stay abreast of market conditions and competition.
- Other managerial responsibilities. Recruiting, training, and evaluating employees. Internal documentation/processes for execution of the orders.

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### **Title: Regional Sales Manager**

Employer: Gulf Machines Trading (GUMACO)

Location: Saudi Arabia & GCC

Period: November, 2013 – August, 2017

- Create and maintain key relationships customer base and opinion leaders. Identifying and Finding new customer opportunities to expand sales.
- Contributing regional sales information to strategic plans and reviews, collect and update data on market trends & competitor activities. Preparing action plans and implementing changes.
- Review & approve offers. Present effective techno commercial analysis to customers. Ensure solution is recommended to solve client product's difficulties.
- Converting leads to actual sales. Price negotiations, contracts terms and payments; Cash, LC's (Letter of Credit), bank guarantee, credit, instalments, PDC's (Post Dated Cheques), and Bill of Orders. Analyzing cost and sales. Achieve required profit. Follow up payments.
- Key Account Manager; find & maintain following customers: Philips, Ercon Middle East, AL Drees group, Technical group, AL Jazi'a group, Anfal group, and ABB. → Achieve sales targets for regions.
- Coordinate with support personnel (Service Team) and other key stakeholders to ensure all customer needs are met in a timely manner.
- Collaborate with company counterparts globally. Apply conflict resolution. Facilitate change and solve problems in the best interest of the company. Direct find & maintain relations with suppliers; meet them, forecasting, negotiate prices; discount policy & payment terms.
- Techno-commercial contract management. Suppliers and clients.
- Apply KPIs for sales and employees.
- Other regional sales management responsibilities; recruiting, training, scheduling, counselling, supervise sales process, reporting. Lead with vision and inculcate a "can do" team spirit. Documentation process to execute work. Attend related events and meetings.

### **Title: Technical Manager**

Employer: Prima Power

Location: United Arab Emirates, Saudi Arabia, and other GCC

Period: Jun, 2008 – Jun, 2013

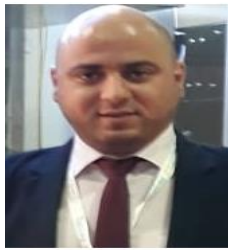
- Build rapport & solid client relationships, work autonomously and proactively, providing high level of customer service, convince them to use company products & services. Maintain appearance of company standard.

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- At client sites; pre-delivery inspection (PDI), machines installation, start up, testing & commissioning, design trainer, machine operation trainer, handover, application engineer, client's consultation (suitable solutions for what they face). Adhere to all company quality, health, and safety policy.
- CAD / CAM Software: NC express & Jetcam. Operating Software of Siemens, Fanuc, Tulus, Bakeoff, Delem, and Sipro controllers.
- Attending breakdowns; carry out fault finding, diagnostics, repair to many types of automated CNC & PLC machines. Corrective & planned preventative maintenance (PPMs). Adjust machines settings, configurations, and parameters backups.
- Ensure no deficiencies affect safe working of machines; select right spare parts as per electrical drawings, mechanical manuals, operation manuals, manufacturer specification, and company policy.
- Liaise with remote support team to ensure that machines are checked prior to dispatch. Produce inspection reports. Clients support (email, phone, and tele service). Complete & submit relevant forms & documents. Update system with carried out changes on machine status.
- Analyzing statistics to determine level of client's service. Meet other managers to discuss improvements. Issue refunds or compensation to clients.
- Service staff recruitment, develop & train. Build trust & team environment. Performance evaluation. Procedures are meet time standards. Support with complex or long-standing breakdown.
- Overall about CNC metal sheet fabrication machines hydraulic & servo electric. Selling service contracts & spare parts, review quotations, give recommendations.

### **Title. Production and Maintenance Engineer**

Employer: Industry Expert

Location: United Arab Emirates

Period: July, 2007 – May, 2008

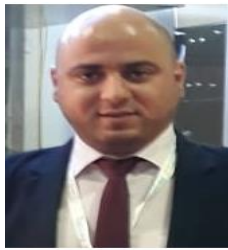
- Preventive & Corrective maintenance of CNC metal sheet fabrication machines. Order spare parts as specifications. Filing copies of drawings, operation manuals, overall instructions, and documents related to facility as per ISO.
- Inspection of received and delivered materials, monitoring of consumption and proper application.
- Change production requests to work orders. Planning for weekly production. Follow processes, orders priority, analysis results to improve quantity & quality. Report to production manager on performance of quality management system and needed improvements.
- ISO management representative; Ensure processes needed for quality management system is established, implemented, and maintained.

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### **\*2<sup>nd</sup> Education:**

<b>Degree</b>	Bachelor
<b>University</b>	The Hashemite University
<b>Country</b>	Jordan
<b>From - To</b>	2003 - 2007
<b>Subject</b>	Mechatronics Engineering

### **\* 3<sup>rd</sup> Training**

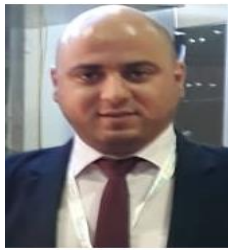
<u>Topic</u>	<u>Year</u>	<u>Location</u>
NC Express Software	2008	Finland
Jet -Cam Software	2008	Finland
Basic Service Training	2008	Finland
SG Punch & Hydraulic	2008	Finland
Programmable Logic Control PLC	2006	Jordan
General PC Course	1998	Jordan
ISO 9001:200	2008	UAE
Advanced Hydraulic Training	2010	Finland
Bending Cell Machines electric & hydraulic	2010	Italy
Servo Electric Machines with BECKHOFF Control & TULUS Interface	2011	Finland
Basic Service & Sales Training for Servo Bending Machines & Shearing – SAFAN DARLEY Company	2014	Hollands
Sales & Service Training for Punching Machines – EUROMAC Company	2014	Italy
Advanced Service & Sales Training for Servo Bending Machines & Shearing – SAFAN DARLEY Company	2014	Hollands
Distributors Sales Meeting	2015	Hollands
Fundamentals of Investment	2016	UK
Lift Designer	2019	Kuwait

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### **\*4<sup>th</sup> Skills**

Automatic Access Technologies	Conveying Systems
CNC & PLC Machinery	Business Development & Management Partner
Presentation and Organisation	Research
Cope with Unplanned Events	Regional Cultural Awareness
Interpersonal and Communication	Staff Training
Motivation and Proactivity	Leadership and Team Management
Negotiations	Microsoft Office

### **\*5<sup>th</sup> Approved by**

Jordanian Engineering Association
<b>Saudi Council of Engineers</b>
Kuwait Society of Engineers
<b>Kuwait Fire Brigade</b>

### **\*6<sup>th</sup> Valid Driving License**

<b>United Arab Emirates</b>
Saudi Arabia
<b>Kuwait</b>
Jordan