



# Nayel Abuhindi

Technical Sales Expert (TSE)

## Contact Information

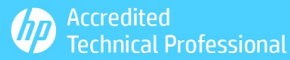
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USA

## Experience

### **Technical Sales Expert-TSE (HP) TigerDirect/Systemax HP ATP SMB Storage Solutions Certified**



<b>Location:</b>	<b>Naperville, Illinois</b>
<b>Company Industry:</b>	<b>Information Technology</b>
<b>Job Role:</b>	<b>Technical Sales Expert</b>

### **Sept 2015 – Present**

- **My primary duty is to increase company's overall HP Portfolio sales volume , support and services in the area of Servers, Storage and Enterprise products. This is achieved through:**
- **Actively support and participate with the Account Managers/ Sales Team with solution advice, proposals, presentations, and other customer communications**
- **Design and/or recommend systems solutions as per client request.**
- **Verify solutions offered by Sales Reps/Account Managers to satisfy clients RFQ.**
- **Maintain professional communication with internal and external clients.**
- **Work on multiple projects simultaneously, adhering to deliverable deadlines**
- **Analyzes and provides support to deals in the pipeline where needed**
- **Make Deal Registration with various Distribution to attain the best Cost/Offer and effectively engages other teams and resources within HP and partners**
- **Anticipates and plans for competitive comparisons**
- **Obtain various vendor-related training and certification levels**
- **Continually stay abreast of the latest developments in Servers and Storage related products.**

## **Retail Store Manager T-Mobile Simply Prepaid T-Retailer**

**Location:** Aurora, Illinois

**Company Industry:** Wireless Retail

**April 2015 – Aug 2015**

- Sales and sales management with a customer-focused
- Consultative sales and sales management in fields involving consumer technology.
- Coaching and development of sales team
- Strong team-player mentality
- Operational and financial performance management skills and site P&L management
- Basic computer know-how and familiarity with common business applications (web browsers, Outlook, Excel, Word, and PowerPoint, etc.)
- Customer Service Skills; solve issues before they become problems, and help create customer loyalty.

## **Business Development Manager Gulf Business Machines**

**Location:** KSA

**Company Industry:** Information Technology

**Job Role:** Business & Services Development Manager

**December 2012 – December 2014**

- Development of an overall Business Development plan that identifies top opportunities for the company's product, solutions and services portfolio and the execution of that plan.
- Process of strategy development in pursuit of new business and organic growth and in direct relation for the GP.
- Focus on all offerings for the company; Technology Solutions & Services.
- Responsible for identifying major changes in the business environment, customer base or competitive landscape, and recommending the required adjustments to the management
- Revenue generation and strategic partnerships development and management.
- Manage contract negotiation

## **Sales Manager**

## **Gulf Electronic For Technical Solutions**

**Location:**

**KSA**

**Company Industry:**

**Computer/Hardware**

**Job Role:**

**Management**

**January 2004 – December 2012**

**Key Responsibilities:**

- Direct and manage sales team in order to achieve company goals, targets, and objectives.
- Day to day sales activity monitoring and advising.
- Plan and direct team members sales visits and joint calls.
- Determine price schedules and discount rates.
- Prepare and set sales plan, target and incentive schemes.
- Focus and improve Customer satisfaction.
- Expand and develop customer base.
- Collect market information on competitors, prices and make Market analysis
- Plan and schedule project implementation and delivery plan.
- Maintain and enhance product knowledge.
- Resolve customer related issues regarding sales and services.

## **Branch Manager - Western Region**

## **E2 Enterprises**

**Location:**

**KSA**

**Company Industry:**

**Information Technology**

**Job Role:**

**Management**

**June 2009 - July 2010**

**Sales Strategy by Sector, Client, Solution, and Geography**

- Positioning of company's solutions, services and portfolio
- Develop and maintain relationships with customer and emphasis on Account Development and Account Management
- Supervision of Team to ensure objectives are achieved
- Control and Supervise engagement plans for Major Bids
- Lead and coordinate the production of proposals and drives the sales process from identification, qualification, engagement, sale, delivery and implementation & customer follow up.

## **Corporate Account Manager**Compusa, Kearny Mesa

**Location:** San Diego, California  
**Company Industry:** Computer/Hardware  
**Job Role:** Sales

**January 1993 - June 1999**

**My duties including and not limited to:**

- Sales of computer systems and software packages to large corporate clients. My clients include national and international companies.
- Maintain old and new accounts within territory.
- Proposing system quotes and system configurations for business use including networks hardware and software, file servers, workstations, network hubs, cabling, storage systems, and software licenses.
- Other duties include volume purchase agreements, large purchase agreements contracts, purchasing and customer services.

## **Education**

### **Bachelor of Science in Computer Information Systems** **Chapman University**

**Location:** Orange, California United States  
**Completion Date:** September 1990

Concentration in computer analysis, design, and application programming

### **Coursework concentration in Management Science and Information Systems** California State University, Fullerton

**Location:** Fullerton United States

**Completion Date:** November 1986

Coursework concentration in Management Science and Information Systems