

Mohamed Tarek Abdelkader

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Introduction

Highly motivated Mechanical Engineer and B2B Technical Sales Professional with a solid foundation in Quality Control and system analysis. Effectively transitioning technical expertise into client-facing roles to manage sales cycles and deliver consultative solutions. Combines an analytical mindset with strong communication and negotiation skills to understand client needs, build trust, and drive value. Eager to leverage technical background and problem-solving abilities to support business development and team success.

Professional Experience

Technical Sales Engineer, NileMed For Medical Equipment Feb 2026 – Present

- Execute B2B sales operations for technical medical equipment and healthcare systems.
- Conduct technical presentations and product demos for key stakeholders, simplifying complex engineering concepts into clear business benefits.
- Build strategic relationships with procurement managers and healthcare professionals to support account growth and sales targets.
- Analyze client needs and market trends to identify business development opportunities and propose tailored consultative solutions.

Quality Control Engineer, MATGR For Engineering And Trading Feb 2025 – Jan 2026

- Executed rigorous quality assurance protocols and inspections for EV and powersports systems, ensuring 100% compliance with industry standards.
- Analyzed system performance data to identify defects, troubleshoot root causes, and implement effective Corrective and Preventive Actions (CAPA).
- Collaborated with cross-functional technical teams to streamline operational workflows, reduce technical errors, and optimize the overall production process.
- Authored detailed technical documentation and reports, translating raw inspection data into actionable insights.

Tele-Sales Representative, Teleperformance Sept 2024 – Feb 2025

- Managed high-volume outbound outreach and customer engagement across multiple digital platforms to build a robust sales pipeline.
- Conducted needs analysis, proactively resolved objections, and promoted services to successfully close sales opportunities in a fast-paced, target-driven environment.
- Strengthened relationship management and persuasive communication skills, laying the groundwork for complex B2B negotiations.

Internships & Training

Toyota Internship, Toyota - Summer Training Internship Aug 2024 – Sept 2024

- Gained practical experience in diagnostics, repair, and quality control processes across multiple workshops.

Maintenance Engineering, Training at ELSABA Auto Service Sept 2022 – Oct 2022

- Assisted in diagnosing and repairing vehicle systems, following strict safety and process protocols.

NANSC Internship, NANSC - Summer Training Internship July 2022 – Aug 2022

- Trained in HVAC, fire-fighting, and pump system operation and maintenance, including technical documentation of procedures.

Education

Ain Shams University, BS in Mechanical Engineering

Sept 2019 – Feb 2025

Hydrogen effect on ICE, Ain Shams University - Graduation Project

October 2023 – June 2024

- Grade : A+
- Developed a hydrogen-powered generator engine achieving zero carbon emissions and improved efficiency.

Extracurricular Activities

Head of Artistic Committee in Student Union, Ain Shams University

Oct 2022 – Sept 2024

- Organized and promoted 10+ large-scale events with 500+ attendees.
- Negotiated sponsorships and managed high budgets.
- Strengthened sales-oriented skills in persuasion, promotion, and stakeholder engagement.

Skills

- **Soft Skills:** B2B Sales Cycle · Key Account Management · Solution & Consultative Selling · Objection Handling · B2B Negotiation · Technical Presentations
- **Technical Skills:** Python · SQL · Power BI · Tableau · Data-Driven Decision Making · QA/QC · Root Cause Analysis · CAD · Inventor

Languages

- English - Intermediate
- German - Beginner