

Esraa Nasser

Results-driven Projects Sales Engineer and Interior Design professional with strong experience in FF&E, business development, and project-based sales, delivering high-quality furniture and interior solutions.

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SKILLS AND PROFICIENCIES

- Project Sales & Key Account Management.
- Business Development & Client Acquisition.
- FF&E Specification & Furniture Solutions.
- Technical & Commercial Proposal Preparation.
- Negotiation & Deal Closing.
- AutoCAD.
- Time Management & Multitasking.
- After-Sales Support & Customer Satisfaction.
- Teamwork, multitasking, and attention to detail
- Software and web development

WORK HISTORY

Projects Sales Engineer – FF&E

United Group for Engineering & Investments (UGEI)
| Aug 2025 – Present

- Lead end-to-end sales operations for large-scale office and commercial FF&E projects.
- Prepare, price, and follow up on quotations, ensuring alignment with project specifications and client budgets.
- Develop and maintain strong relationships with key clients, consultants, and contractors.
- Coordinate with design, technical, and procurement teams to ensure smooth project execution and on-time delivery.
- Actively contribute to business development by identifying new opportunities, following up on leads, and expanding the company's project pipeline.
- Supported cost estimation, technical evaluation, and documentation.

Project Sales Engineer – FF&E

Multi M Group (MOHM) | Jan 2025 – Aug 2025

- Managed client communications and prepared commercial proposals for FF&E projects.
- Coordinated with internal departments to ensure timely and accurate project delivery.
- Prepare, price, and follow up on quotations, ensuring alignment with project specifications and client budgets.

WORK HISTORY

Project Sales Engineer

Future Office Furniture | May 2024 – Jan 2025

- Handled full-cycle sales for indoor and outdoor furniture projects, from inquiry to handover.
- Conducted site visits and technical assessments to recommend suitable solutions based on client needs.
- Prepared quotations, presentations, and follow-ups to secure contracts.
- Played an active role in business development by prospecting new clients, building relationships, and growing repeat business.

Sales Engineer

Joy & Learn | Apr 2023 – May 2024

- Managed sales activities for furniture and interior solutions across corporate and retail clients.
- Developed and maintained a strong customer base through regular follow-ups and relationship management.
- Supported marketing and business development efforts by identifying new opportunities and promoting company solutions.

Sales Admin (Real Estate)

Deal by Deal | 2022

- Supported sales operations, handled client data, and assisted in closing property deals.

Interior Architect & Designer

Effective | 2018 – 2019

- Designed interior layouts, space planning, and furniture selections for residential and commercial projects.

EDUCATIONAL BACKGROUND

Bachelor of Applied Arts (Interior Design)

Higher Institute of Applied Arts – 6th of October | 2016 – 2022

Digital Marketing Nanodegree

UDACITY | 2020

LANGUAGES

- Arabic.
- English.