

Mohamed Awad Abd El Alem

Interior and Sales Designer.

Interior and Furniture Industry Expert .

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 Egyptian

 Based in Riyadh, KSA

 December 26, 1988

SUMMARY

Results-oriented Interior and Furniture Designer with proven 8 years of combining sales and Interior experiences and a track record of accomplishments that have resulted in growth and sustainability, as well as leading many initiatives such as strategic planning, business development, and sales planning. My passion is to apply and enrich my marketing experience, allowing me to grow, explore new marketing vistas, and exchange experiences with others.

AREAS OF EXPERTISE

- Development and training
- Managing groups and teams
- Spokesperson for the organization
- Demonstrate Ethics and integrity
- Product Introduction
- Interpersonal Communication skills
- Product & market research
- Strong technical background

CORE EDUCATION

2013 | Bachelor of Applied Of Arts – Industrial & Product Design Engineer

Helwan University, Egypt

Project | Design an Air Fryer

PROFESSIONAL EXPERIENCE

Mar-2025 – Present | Senior Project Sales Engineer at BEAM Company, Riyadh , ksa .

- Developed and maintained relationships with consultants, contractors, developers, and clients to generate project opportunities.
- Prepared technical and commercial proposals, quotations, and tender submissions.
- Coordinated with design, engineering, and project teams to ensure compliance with project specifications.
- Managed the complete sales cycle from lead generation to contract award and project handover.
- Negotiated commercial terms and agreements with clients and subcontractors.
- Tracked project pipelines, monitored market trends, and analyzed competitor activities.
- Ensured achievement of sales targets and revenue objectives.
- Provided post-sales support and maintained long-term client relationships.
- Identified and pursued new business opportunities within the construction and fit-out market.

Jul-2024 – Mar-2025 | Project Sales Engineer at Smart Window Company, Riyadh , ksa .

- Developed and maintained relationships with consultants, contractors, developers, and clients to generate project opportunities.
- Prepared technical and commercial proposals, quotations, and tender submissions.
- Coordinated with design, engineering, and project teams to ensure compliance with project specifications.
- Managed the complete sales cycle from lead generation to contract award and project handover.
- Negotiated commercial terms and agreements with clients and subcontractors.
- Tracked project pipelines, monitored market trends, and analyzed competitor activities.
- Ensured achievement of sales targets and revenue objectives.
- Provided post-sales support and maintained long-term client relationships.

Jul-2022 – Jul-2024 | Industrial and Furniture Designer at The skill of The Art Factory., Riyadh , ksa .

- Supervise the manufacturing process of the furniture.
- Involve in selecting and purchasing the component and raw materials of the furniture.
- Conduct meeting with clients to offer company's services and provide technical advice.
- Discuss the designs using the software and present it to the clients.
- Ensure that customers has perceived the services at highest level of service.
- Prepare the design documents (2D & 3D) to secure clients approvals.

• 2017 – Jul-2022 | Freelance at Mohamed Awad designs, Cairo, Nasr City.

- Conduct meeting with clients to offer service designs, solutions and provide technical advice
- Prepare the designs using the software and present it to the clients.
- Ensure that customers has perceived the services at highest level.
- Prepare the design documents (2D & 3D) to secure clients approvals.
- Provide costing sheets to the clients based on the approved designs in order to secure the final approval.
- Sub-contract the workforce to implement the approved designs.
- Ensure that the implementation is being executed as the highest level.
- Control the quality of the work by monitor the workforce progress at sites as well as selecting the materials.

Jan-2016 – Jan-2017 | Furniture Designer at Amr Helmy Design, Kitchens, Dressing department, Cairo, Egypt.

- Conduct meeting with clients to offer company's products and , solutions and provide technical advice.
- Prepare the designs using the software and present it to the clients.
- Ensure that customers has perceived the services at highest level.
- Prepare the design documents (2D & 3D) to secure clients approvals.
- Provide costing sheets to the clients based on the approved designs in order to secure the final approval.
- Ensure that the implementation is being executed as the highest level.

Jan-2015 – Dec-2015 | Interior and Furniture Designer at After Design Co., Cairo, Egypt.

- Supervise the manufacturing process of the furniture.
- Involve in selecting and purchasing the component and raw materials of the furniture.
- Conduct meeting with clients to offer company's services and provide technical advice.
- Discuss the designs using the software and present it to the clients.
- Ensure that customers has perceived the services at highest level of service.
- Prepare the design documents (2D & 3D) to secure clients approvals.

Aug -2013 – Dec-2014 | Production Engineer at Duravit, Cairo, Egypt.

- Supervise the manufacturing process.
- Provide solutions for maintenance and new ideas to increase the workforce productivity within the assigned unit.
- Provide the line manager with all data requires for the production progress within the assigned unit.

LANGUAGE SKILLS

- **Arabic:** Fluent Speaker, Excellent in written and read
- **English:** Excellent in spoken, written, and read

COURSES

- Auto Cad.
- 3D- Max.
- Photoshop.
- lumion.
- Microsoft Office.
- Time Management – Duravit Co.

SOFT SKILLS

- **Creative thinking:** Generate new and novel ideas.
- **Interpersonal:** Interact with different people from different backgrounds internally and externally.
- **Research:** I learned more about market research, and competitor research and using different method to reach wide information.
- **Communication:** As a result of my experience in customer service, including establishing and creating networks, I developed skills in verbal and non-verbal communication as well as Influencing and convincing others.
- **Boundary Spanning:** Interact with the individuals within the internal organization from other departments as well as with the outside organization to enrich the creativity and solve problems.