



ALI ABDELRAHMAN

Senior Technical Sales Engineer

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• Cairo

Summary

Technical Sales Engineer with over five years of proven experience in formwork and scaffolding solutions, managing large-scale projects and key accounts across Egypt and Saudi Arabia. Strong technical background combined with solid commercial acumen, enabling effective coordination between engineering teams, contractors, and decision-makers to deliver tailored solutions for complex construction requirements. Highly experienced in handling major contractors and multinational clients, from technical proposals and cost estimations to negotiations and project follow-up. Recognized for a results-driven approach, attention to technical detail, and the ability to drive revenue growth while ensuring safety standards, compliance, and long-term client relationships.

Experience

ACROW Integrated Construction Services "AICS"

Cairo, Egypt

Senior Technical Sales Engineer

01/2026 - Present

Technical Sales Engineer

06/2023 – 12/2025

Main Job responsibilities and Achievements:

- Successfully established new and managed existing relationships with more than 30 clients, including large and mega corporations, with extensive knowledge of evolving trends in formwork and scaffolding in the Egyptian and Saudi markets, including Orascom, Hassan Allam, Saudi Bin Laden Group SBG, SIAC Construction, Redcon, Concrete Plus, ACC, Dar AlMaa'mar, ElKharafi, ElHazeq, ElRowad, etc.
- Served as a business account manager for projects such as Dabaa Nuclear Power Plants (DNPP) by Hassan Allam, Wadi Yemm by Orascom, Raville Tower by Redcon, and KAFD Monorail by Hassan Allam KSA.
- Prepared and developed technical presentations to explain the company's products and services to customers.
- Collaborated with the sales team to understand customer requirements and provide sales support.
- Generated high-quality sales leads, followed up after initial contact, secured and renewed orders, negotiated prices, completed sales, and arranged deliveries.
- Identified areas for improvement and communicated issues and potential solutions to upper management.
- Overachieved sales targets in 2024 by 15% and in 2025 by 22%.

Arab Mechanical Engineers "A.M.E"

Cairo, Egypt

Technical Sales Engineer

03/2021 - 05/2023

Main Job responsibilities and Achievements:

- Successfully established new and managed existing relationships with more than 50 clients from both medium and large corporates, including S2A Construction, Tanta Motors, CCC, El-Obour Contracting, Solid Construction, and gained extensive knowledge of evolving trends and news in formwork and scaffolding in the Egyptian market.
- Assisted the sales team in achieving 160% of the company's sales target.
- Tracked new opportunities, potential clients, and projects.
- Organized the sales call schedule.
- Conducted outside technical visits to potential clients.
- Managed and interpreted customer requirements.
- Calculated client quotations.
- Negotiated and closed sales by agreeing on terms and conditions.
- Offered after-sales support services.
- Administered client accounts and solved client problems.

- Prepared reports for the head office.
- Recorded and maintained client contact data.
- Made technical presentations.
- Provided pre-sales technical assistance and product education.
- Followed up on the financial cycle and payments with clients.

Training / Courses

- Sales Management certificate by Eslsca Executive education - Dec. 2025 - Feb 2026
- SAP & Safe course - creative academy – July. 2018
- AutoCAD course – Excellent way academy – March 2018

Education

Ain Shams University 09/2013 - 05/2019
 Bachelor's degree in Engineering– Civil Major - "4th year grade: Good" - Graduation Project: Railway "Grade: Excellent"

Ryad Al-Saleheen School - Riyadh – Saudi Arabia 09/2010 - 05/2013
 Thanwya Amma – Grade: 98.5%

Skills

Logical - Sound Judgment - People Oriented - Service Oriented - Resourceful - Well Organized - Multitasking -
 Multi-skills - Creative - Fast Learner - Results Driven - Team Player - Extremely Hardworking - Dedicated -
 Self-motivated - Confident

Languages

English Good ●●●●● Arabic Native ●●●●●

Personal Information

- Date of Birth: 02/13/1995
- Marital status: Married
- Military status: Completed
- Driving License: Available
- Address location: 5th Settlement – New Cairo