

Eslam Fouad Serag El-Din Ahmed

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Professional summary

A highly experienced Sales Engineer with over 8 years of experience in sales fabrics, curtains and custom furniture . Proven success in providing tailored Solutions to customers and design engineers for various projects commercial, residential and hotels projects. Demonstrated ability to build strong customer relationship and ensure customer satisfaction. Skilled in developing effective sales strategies to meet project requirements and exceed targets.

Professional Strengths

- Target achievement
- Familiarity with Customer Relation Management (CRM)
- Customer service
- Building long relationship with customers
- Showroom and outdoor Sales
- Project Sales (Home Furniture and Hospitality Supply)
- Strong communication, negotiation and sales skills
- Preparing and developing technical presentation
- Excellent Problem solving
- MS Word, Excel and Outlook

Education

Bachelor's Degree in Civil Engineering General Grade: Good "June 2013"
Mansoura University – Mansoura , Egypt .

Languages

Arabic: Native

English: Intermediate Proficiency

Business Experience

Senior Sales Engineer

"July 2018 – Present"

Fouad Suleiman Fabrics & Curtains

- Led a sales team to meet and exceed sales targets .
- Assisted customers with product selection, providing expert advice on the best materials for their specific needs .
- Developed sales strategies to enhance market penetration and client relationships.
- Collaborated with design engineers and contractors providing tailored solutions for their projects .

Sales Engineer

"June 2016 – June 2018"

Fouad Suleiman Fabrics & Curtains

- Marketed fabrics ,curtains and custom furniture to customers, finishing engineers , contractors and Furniture factories.
- Conducted market research to identify new business opportunities.
- Provided expert product advice to customers for furniture needs.
- Coordinated with suppliers for timely product delivery.

Finishing Engineer

"January 2015 – May 2016"

Al-Fath Engineering and Contracting Office

- Supervised finishing works in residential, commercial, and home décor projects.
- Ensured quality and timely completion of tasks, collaborating with engineers, contractors, and interior designers.
- Selected appropriate finishing materials and home décor elements to enhance project aesthetics and meet client expectations.

Civil Engineer

"October 2013 –December 2014"

New Suez Canal Project

- Gained experience in large-scale infrastructure projects during military service.
- Supported engineering and project management tasks contributing to major project milestones.
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