

Hadeer Ali Abuzeid

Sales Engineer



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Professional Summary

Sales Engineer with expertise in retail equipment and interior/kitchen design. Strong background in technical & commercial proposals, client relations, and project coordination. Open to relocation to Gulf markets.

Key Strengths

- Retail Equipment Sales
- Interior/Kitchen Design (3D Max, AutoCAD)
- Client Relationship Management
- Project Coordination

Work Experience

Sales Engineer – Arab Mechanical Engineers, Cairo (2025 – Present)

- Managed sales of retail equipment including shelving, refrigeration, and storage systems.
- Prepared technical and commercial proposals tailored to diverse client needs.
- Negotiated contracts and monitored production, delivery, and after-sales support.
- Worked with both local systems and global brands (UCG, Araven, Fricon).
- Coordinated between clients and design teams to ensure solution alignment.

Kitchen Designer – Shabana Design, Egypt (2024)

- Designed customized kitchens using 3D visualization tools (3D Max, AutoCAD, Kitchen Draw).
- Advised clients on product selection, layout optimization, and functionality.
- Delivered high-quality renderings and supported sales teams with design presentations.

Assistant Manager – Archipark Egypt, Cairo (2023 – 2024)

- Supported the management of interior design projects and daily office operations.
- Participated in recruitment, training, and team performance evaluations.
- Assisted in project scheduling and client communications.

Sales Representative – Bakir Bookstore, Cairo (2020 – 2022)

- Delivered excellent customer service while achieving and exceeding monthly sales targets.
- Organized promotional displays to maximize customer engagement.
- Trained and mentored new staff members to improve team efficiency.

Education

- Diploma in Interior Design – 2022
- Diploma in Interior Design – 2021
- B.A. Tourism & Hotels – Al Alsun Higher Institute (2021 – 2025)

Technical Skills

- 3D Max (V-Ray), AutoCAD, Photoshop, Kitchen Draw
- Sales & CRM
- Retail Equipment Solutions
- Project Coordination

Languages

- Arabic: Native
- English: Good