

Hesham Mohamed Ramadan Mahmoud

Sales Engineer | Technical Sales & Pre-Sales (B2B Solutions)

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Professional Summary

Results-oriented Sales Engineer with 2+ years of experience in B2B technical sales and pre-sales support across telecommunications, electronics, and industrial solutions. Proven ability to analyze customer requirements, design technically sound solutions, and support the full sales cycle from qualification to post-sales delivery. Strong engineering foundation with hands-on exposure to PLC-based systems, automation concepts, and IoT-enabled solutions, combined with effective communication in professional environments.

Professional Experience

Sales Engineer

Los Amigos Trading & Consulting Company | Egypt

Dec 2022 – Present

- Analyzed customer technical and commercial requirements to design customized B2B solutions aligned with operational and budget constraints.
- Developed and delivered technical proposals, BOQs, and commercial offers to decision-makers and procurement teams.
- Managed a portfolio of 20+ active B2B clients, maintaining long-term relationships and generating repeat business.
- Supported negotiations on pricing and contractual terms in coordination with management, ensuring target achievement and margin protection.
- Collaborated with suppliers and internal technical teams to ensure accurate solution delivery and smooth implementation.
- Provided post-sales technical support, improving customer satisfaction and long-term account retention.

Technical Office Engineer

The Egyptian Company for Air Systems | Egypt

Jan 2022 – Nov 2022

- Prepared and reviewed technical drawings, BOQs, and specifications in compliance with project and industry standards.
- Coordinated with engineering, procurement, and site teams to ensure alignment with approved designs, schedules, and budgets.
- Evaluated and compared technical offers from vendors and subcontractors, supporting optimal supplier selection.
- Assisted in cost estimation and performed technical compliance checks for submitted proposals.

Education

B.Sc. in Telecommunications & Electronics Engineering

2021

Alexandria Higher Institute of Engineering & Technology (AIET)

Graduation Project

Automated Liquid Filling Machine with Weight Calibration & IoT Monitoring

- Designed an automated production system integrating PLC control, industrial sensors, and IoT-based monitoring.
- Enabled real-time production tracking and improved filling accuracy through calibrated weight control mechanisms.

Skills

Technical	Sales & Pre-Sales	Professional
• PLC & HMI Fundamentals • AutoCAD • Basic Industrial Automation & Control • IoT Concepts & Monitoring Systems • CCNA Fundamentals	• B2B Technical Sales • Solution Design & Requirement Analysis • Proposal & BOQ Preparation • RFQs & Technical Clarifications • Negotiation Support	• Stakeholder Communication • Presentation Skills • Problem Solving • Time Management • Cross-Functional Collaboration

Languages

Arabic: Native

English: Very Good