

NOUR MOSTAFA

Sales Engineer | Technical Presentations | Client Relationship Management | Market Analysis

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EXPERIENCE

Technical Sales Engineer

Controware Industrial Solutions

- 03/2025 - Present Alkhobar (Remotly) & Cairo (on site)
- Developed and maintained strong relationships with clients in automation, power, oil and gas, cement, and steel industries across the Western region of Saudi Arabia.
 - Prospected and pursued new business opportunities, expanding the sales pipeline and opening strategic accounts.
 - Prepared and delivered technical and commercial proposals tailored to client requirements.
 - Conducted site visits, factory demos, and presentations to highlight equipment capabilities.
 - Collaborated with cross-functional teams to deliver customized solutions and ensure client satisfaction.
 - Supported the company's vendor registration processes with major clients, including airports, utilities, and cement plants.
 - Negotiated contracts and pricing to close deals while maintaining profitability.
 - Ensured after-sales support and follow-up, strengthening customer trust and loyalty.

Sales engineer

AINS Group

- 09/2024 - 02/2025 Cairo, Egypt
- Delivered technical presentations and product demonstrations
 - Built and maintained long-term relationships with clients
 - Analyzed market trends and client feedback to improve product positioning
 - Provided pre-sales and post-sales technical support
 - Documented client interactions, solution proposals, and sales forecasts

Internship

Foley Studio

- 08/2023 35, El Takaful, haram
- Understanding the core technologies and the operations behind Camera Department
 - Lighting Department
 - Assistant Directors (ADS)
 - Sound Design and Mixing
 - Visual Effects (VFX)
 - Digital Lab
 - ADR/Foley Studio

SUMMARY

motivated **Sales Engineer** with strong technical and commercial expertise in automation, power systems, and industrial solutions. Proven track record in building client relationships, securing vendor registrations, and closing deals across multiple sectors (cement, oil G gas, steel, and utilities).

Seeking a Sales Engineer position where I can apply my communication skills and passion for client engagement to strengthen customer relationships and contribute to the company's growth.

KEY ACHIEVEMENTS

- Supported CONTOWARE's growth in the **power and automation sectors** across the Middle East through effective sales and client engagement.
- Built and maintained strong relationships with **EPCs, system integrators, and industrial clients**, contributing to consistent business development.
- Collaborated with technical teams to deliver tailored **power and automation solutions**, ensuring alignment with client project requirements.
- Assisted in preparing **technical and commercial proposals**, helping secure multiple opportunities and strengthen market presence.
- Planned and managed **quarterly stock levels** to ensure availability of critical materials and components, optimizing project delivery timelines.
- Developed and maintained **vendor relationships**, enhancing supply chain efficiency and supporting long-term partnerships.
- Conducted **market research to identify new brands, partnerships, and opportunities**, helping close gaps in the business cycle and diversify offerings.
- Played a key role in promoting **engineering resource support services** by connecting qualified engineers with ongoing and upcoming projects.
- Recognized for **initiative, adaptability, and strong client communication**, contributing to the company's reputation for reliability and quality service.

LANGUAGES

English

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Arabic

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EDUCATION

Bachelor of Science in Electronics and
Communication Engineering

Arab Academy for Science, Technology G Maritime Transport

📅 2024 📍 Sheraton

School

ST.FATIMA IGCSE

SKILLS

- Lead Generation
- Pipeline Management
- Client Negotiation
- Automation Systems
- Power Solutions
- Industrial Equipment
- Technical Presentations
- Proposal Writing
- Customer Engagement
- Account Development
- Vendor Registration