

Sherine Sakr

Business Development Engineer | Senior Sales Engineer

Cairo Egypt

+20 10 22127 112

Shereensakr241@gmail.com

<https://www.linkedin.com/in/sherine-sakr/>

Professional Summary

- Business Development and Sales Engineer with experience in lead generation, client engagement, proposal preparation, and opportunity development across technology, real estate, and engineering sectors. Experienced in presenting Digital Twin and Virtual Reality solutions, building relationships with key stakeholders, and supporting business growth initiatives. Strong background in project coordination and client-facing roles with a foundation in Architectural Engineering.

Experience

JUNE 2024- PRESENT

Senior Sales Engineer | Techno Vision

- Generated and managed a pipeline of 100+ potential leads across the real estate and transportation sectors.
- Conducted 20+ client meetings and presentations with developers, project managers, and decision makers.
- Visited 70+ prospective companies to introduce Digital Twin and Virtual Reality solutions.
- Represented the company at Cityscape Egypt 2025 and Cityscape Global Riyadh, generating business opportunities and expanding industry connections.
- Prepared and presented technical and commercial proposals for Digital Twin and interactive visualization solutions.
- Coordinated with programmers, technical teams, and stakeholders to align client requirements with project deliverables.
- Supported internal documentation and process improvement initiatives to enhance operational efficiency.

JUNE 2023 - MAY 2024

Project Coordinator | ACI Consulting

- Coordinated communication between the client and multidisciplinary engineering teams.
- Acted as a focal point between military representatives, consultants, and project teams.
- Attended technical meetings and followed up on project requirements and approvals.
- Coordinated engineering deliverables across Architectural, Civil, and MEP disciplines.
- Supported permitting and approval processes and tracked project documentation and progress.

MAY 2021- MAY 2022

Sales Engineer | GD Lighting Designs

- Presented lighting solutions and product recommendations to clients based on project requirements.
- Managed client relationships from initial inquiry through quotation, production, and installation stages.
- Prepared technical and commercial quotations and followed up on project execution.
- Coordinated with suppliers, production teams, and clients to ensure successful project delivery.
- Developed design proposals and supported clients in selecting suitable lighting solutions.

Education

Bachelor of Architectural Engineering - 2021

Misr University for Science and Technology (MUST)

Certifications

Project Management Professional (PMP) Preparation Program

Egyptian Engineers Syndicate

Core Skills

- Business Development

- Lead Generation
- Client Relationship Management
- Sales Presentations
- Proposal Preparation
- Stakeholder Management
- Project Coordination
- Negotiation
- Market Research
- CRM Tools
- Digital Twin Solutions
- Virtual Reality Solutions