

YASSIN ALSFI

SALES ENGINEER



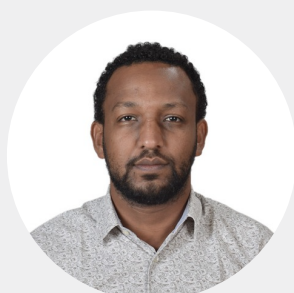
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LINKS

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SKILLS

Strong technical.

Communication

Teamworking

ability to explain clearly, listen to the feedback of clients – and relay this to colleagues.

The ability to negotiate with and influence others.

Sales Strategy

Outside Sales

Tender Preparation

LANGUAGES

Arabic

English

DRIVING LICENSE

Driving license category

UAE Driving licence

PERSONAL DETAILS

Visa status: Residence Permit

The Sales Engineer serves as a liaison in the sales process when complex and technical equipment or services are involved organizing sales visits and giving demonstrations, training and presentations to help clients discover and understand products/services

liaising with existing clients preparing tenders, proposals and quotations providing pre-sales and post-sales support.

WORK EXPERIENCE

TAQA Engineering Solutions Ltd

Sep 2022 - Present
Khartoum

SALES ENGINEER

Marapco & Jubaili Bros Diesel Generators

Focusing sales efforts by studying existing and potential volume by customers, Head of tender's management. Submits orders by referring to the price list and product literature. Monitors competition by gathering current marketplace information and pricing, products, new products, delivery schedules, merchandising techniques, etc. Preparing sales presentation by studying customers and their needs. Recommends changes in products, service and policy by evaluating results and competitive developments. Preparing sales presentation by studying customers and their needs. Recommends changes in products, service and policy by evaluating results and competitive developments.

Diesel Generators company

Oct 2019 - Aug 2022
Khartoum

SALES ENGINEER

AJ Power Uk & Powerlink Uk & Noor UAE Diesel Generators

Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries. Researching, developing and modifying products to meet customers' technical requirements and needs and Strong communication, interpersonal, customer service, and sales skills. The ability to relate technical information to non-technical customers. Excellent technical and problem-solving skills.

Diesel Generators Company

Dec 2016 - May 2018
Khartoum

PROJECT ENGINEER

AJ Power Uk & Powerlink Uk & Noor UAE Diesel Generators

load Analysis, Application Engineering & Sizing Calculations. liaising with suppliers on pricing, specification & lead times. Compiling proposals on commercial offers for clients. Switch gear and electrical installation design. Responsible for bill of materials, purchase order and installation drawings. Planning meetings with project manager/consultants/contractors. Compiling works instructions.

EDUCATION

Future University

2015
Khartoum

BACHELOR

Mechatronics Engineering