

Ziad Younes

Regional Sales Manager / Business Development Manager



A dedicated, well-travelled, problem solver and results driven professional with 15 years Sales Experience in the Industries such as Energy, Oil & Gas, Petrochemical, Refineries, Airports Industries, Metal, Cement, Mining, Sugar and Food, who has the passion and the strong work ethic to over exceed permanently the required targets.

EXPERIENCE

02/2020 **Industrial Consultant for Energy Sector, Oil & Gas Sector, Airports Ground Facilities**
present Providing power saving solutions through European Innovative Suppliers

06/2021 **Manager Rep. MEARZ OFENBAU AG in Middle East (Lime & Dolomite Kilns, Mining)**
05/2022 Managing all new Projects and After Sales activities

05/2011 **Regional Sales & Business Development Manager Middle East & France**
01/2020 **Ventilatorenfabrik Oelde GmbH & Haver Middle East FZE, (Germany & UAE)**

Main Industries: Oil & Gas, Petrochemical, Cement, Metal, minerals, Food
Products: Fans, Compressors, Blowers, Filters, Packaging, Screening, Clutches

Key Responsibilities

- Development and increasing the market in Middle East & France

Key Achievements

- Increased turnover from 150K Euro to 2,5 - 3 million Euro/ GCC direct Business
- Increased turnover from 200K Euro to 4 million Euro/ GCC indirect Business
- Increased annual turnover from 400K Euro to 1,5 million Euro/ France
- Negotiated all technical and commercial contracts till Purchase Order
- Developed a robust network and very close connections to decision makers
- Currently very strong presence in the Middle East and Cyprus
- Assigning Tasks and Jobs to all the Engineering & Production Teams
- Permanent Visits to clients to maintain the relationship
- setting a new Business Plan for every year related to the market development
- Creating an annual analysis about market requirements and the competition
- Direct monthly reports to CEO
- Permanent Visits to the Management in Germany for Management Meetings

04/2007 **Project and Sales Engineer MENA & France**

01/2010 **CMP AG & CEMAG GROUP, Germany**

Products: Cement Production Equipment (Mills, Separators, Screening)

Key Responsibilities

- Acquisition new customers and support existing customers

Key Achievements

- Designed a new Roller Cement Mill for Cement & Mining Industries
- Created strong network and negotiated all technical and commercial contracts

EDUCATION

04/2010 **Master of Science (M.Sc.) in Management & Mechanical Engineering**

04/2012 **Gottfried Wilhelm Leibniz University of Hanover, Germany**

Modules: Business Management & Components of Energy Systems
(Automotive & Aviation, Aircrafts Turbines, Vehicles, Engines, Compressors)

03/2002 **Diplom-Ingenieur (Equivalent Master of Engineering) in Mechanical Engineering**

03/2007 **Hanover University of Applied Sciences and Arts, Germany**

Modules: Automotive & Aviation, Engines & Turbines, Compressors, Automation

CONTACT

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B: August 21st, 1981

N: German

LANGUAGES

German	Fluent
Arabic	Fluent
English	Fluent
French	Intermediate

PROFESSIONAL

- Motivation
- Sales & Business Management
- Leadership and Teamwork
- Strong negotiation skills
- Ability to build relationship at all levels
- Ability to work in a fast-growing business
- Strategic Planning
- Flexible to adapt in a changing environment

HOBBIES

- Sport
- Traveling
- Reading