

Hamzeh Khalil

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A Proficient Mechanical Engineer with brilliant experience in retail, sales, and business development in multi fields of machinery, heavy equipment and automotive industry demonstrated by an excellent proven track record of achievements in positions held with significant responsibility and high technical communication skills in delivering the best solution for customers and clients.

EDUCATION

2021 – 2023 (Expected)

Executive MBA

University of Strathclyde - Glasgow, UK

2007-2012

Bachelor of Science in Mechanical Engineering

Jordan University of Science and Technology – Irbid, Jordan

2006- 2007

Scientific Stream Diploma

General Secondary High School Certificate – Amman, Jordan

CAREER HISTORY

Senior Sales Engineer

Jan 2017- Present

Mohamed Abdulrahman Al-Bahar LLC (CAT® Dealer)
Sharjah, UAE

As a Sales Engineer for Heavy Equipment, my role is responsible for performing direct sales in Dubai & Northern Emirates area as per the duties below:

- Organizing all branch retail operations, activities, and supervision.
- Identify, develop new sales opportunities, and manage client relationships.
- Provide innovative marketing strategies to increase Company's client base.
- Conduct qualified outside customer visits on daily basis.
- Test and operate machinery at customer's site, recommend standard or specific machine configurations best suited to the application.
- Evaluate used trade-in and provide technical information to the customer.
- Prepare price breakdowns, quotations, bids, and credit terms.
- Monitor delivery standards and supervise contracts execution.
- Promote Maintenance and Repair services, spare parts, and extended warranties.
- Assist with the financing solutions to the customers.
- Provide and identify market trends and competitive rates in the region.
- Assist in setting the sales targets and assist in planning and forecasting.

Export Manager

June 2015- Jan 2017

NAFFCO (National Fire Fighting Manufacturer Co.)

Dubai, UAE

My role is responsible for establishing and developing a business plan for export, which will establish and create sustainable growth in the chosen global markets with full duties as the following:

- Identify and develop new sales opportunities for the assigned countries as the scope of work markets.
- Evaluating potential in international markets (mainly African countries, Far East Asia, Middle East).
- Develop strong relationship with an existing distributor or agent and explore a new base and possible commercial sales relationships.
- Implement sales and distribution plans to meet customer requirements.
- Travel on frequent basis to the assigned countries to follow up on the projects.
- Execute marketing efforts and reaching regular sales targets by carrying out market research activity in the chosen export markets.
- Work with supply chain and operations team to deliver the most effective distribution channel from supplier to customer.

Business Development Engineer

Jan 2013- June 2015

NASCO Automotive

Amman, Jordan

My role as a Business Development Engineer is responsible for leading the business development for the individually assigned product line (Spare Parts, tires), also to maximize the profits for this product line according to the objectives of the company.

- Research, initiate and develop new business opportunities and implement strategies to increase the company's client base.
- Provide all technical recommendations to the sales teams for the assigned product line and establish strong communication channels with the customers and suppliers for the assigned product line.
- Provide all information related to the product growth and the potential in the market.
- Provide market studies on potential business opportunities for the product line.
- Take part with business development division in handling the relationship with suppliers to ensure the flow of reliable items.
- Ensure all needed literatures, catalogues and addresses are available as required for the assigned product line.
- Visit the market and meet customers in order to arrive at market conditions.

AWARDS & ACHIEVEMENTS

- Achieving 5-star Excellence rating for Dealer Retail Experience by Caterpillar for 3 years consecutively.
- Achieving targets and annual business plan by 90-150% over the past 7 years consecutively.
- Qatar 2022 World Cup Award – Al Bahar Group Best Performer Competition
- Caterpillar GCI 2020 sales Award, among top 3 performers in UAE, Oman, Kuwait, Qatar, Bahrain for the outstanding effort in the GCI Core 2020 Sales by Caterpillar.
- Used Equipment Incentive Program Winner 2020, on the highest KPI points achievement.

- Triple Target Achievement for Used Equipment in Dubai & Northern Emirates 2020.
- CX Award 2019 Winner on the highest Customer Satisfaction Score in Al Bahar Group.
- Best Performer in BCP Sales Program Incentive 2018.
- “Go-to-Market” Program Winner on first deal transaction of the New Generation Machines in Dubai & Northern Emirates, 2018.
- Projects Achievement in successfully assigning new distributorships in Turkey, Cameroon, Cambodia and Mauritania. NAFFCO – 2015, 2016
- Project achievement in successfully launching a new private brand in automotive brake system that has gained successful outcome in Jordan, Egypt, Lebanon & Ghana- NASCO 2014

SKILLS AND PERSONAL ATTRIBUTES

- Proficient with computer (Microsoft office).
- Excellent communication and organizational skills.
- Excellent team worker, interpersonal skills, able to work independently and under pressure.

CREDENTIALS AND TRAINING PROGRAMS

- CATERPILLAR Train the Trainer (TtT) – Caterpillar, RAK - UAE, 2023
- CATERPILLAR Sales Training Campus - Al Bahar, Dubai- UAE, 2018 & 2019, 2020, 2022
- CATERPILLAR Certified Rental Sales Professional – UAE, 2018
- CATERPILLAR Certified Machines Sales Professional - UAE, 2017
- IELTS/British Council Dubai - Overall Band Score: 7.5, 2017
- Customer Service Course - NAFFCO Training, Dubai- UAE, 2015
- Communication Skills Course - NASCO Automotive, Amman-Jordan, 2014
- Time Management and Multitasking - NASCO Automotive, Amman-Jordan, 2014
- Strategic Management Course - NASCO Automotive, Amman-Jordan, 2014
- Effective Decision-Making Course - NASCO Automotive, Amman-Jordan, 2014
- Problem Solving Techniques Course - NASCO Automotive, Amman-Jordan, 2014
- Primavera Project Planner - Jordan Engineers Association, Amman-Jordan, 2013
- PMP Workshop - NASCO Automotive, Amman-Jordan, 2013
- Basics of Marketing Course - NASCO Automotive, Amman-Jordan, 2013

MEMBERSHIPS

- **Jordan Engineers Association**
Jordan
- **Chartered Management Institute**
UK

INTERESTS

- Photography
- Reading

ADDITIONAL INFORMATION

- Languages: Arabic (Native), English (Fluent)
- Marital Status/ Dependents: Married / 1
- Nationality: Jordanian
- Driving License: UAE Driving License

References: Available on request.