

## Electrical Engineer

Electrical Engineer with exemplary education and credentials leading to successful work output. Experienced in sales development, quality assurance, and engineering growth and sustainability. Create viable solutions and lead efforts to improve production capacity, increase efficiency, significantly simplify processes, and contribute to enhancing product performance and features. Adept in a wide array of techniques including complex product negotiations, analysis of technical specifications, and electrical design. Leverage experience in Project Management utilizing Six Sigma process improvement methodologies. Consistently exceed goals and expectations on regular basis.

### EDUCATION & CERTIFICATIONS

**Master's of Engineering (MEng) in Engineering Management, 2016** KFUPM University, Dhahran, Saudi Arabia

**Bachelor's of Science in Electrical Engineering, 2012** KFUPM University, Dhahran, Saudi Arabia  
*KFUPM University is ABET-accredited & ranked 173 worldwide per QS Rankings*

**CERTIFICATIONS:** Engineer in Training (EIT): Fundamentals of Engineering (FE) | NFPA 70: National Electric Code (NEC) | OSHA 10 Outreach Training Program in Construction | NFPA 110 and NFPA 111 Emergency Power Supply Systems (EPSS) and Stored Emergency Power Supply Systems (SEPSS) | GHS/OSHA Hazardous Communication | Lean Six Sigma White Belt | Sales Machine: The Sales Training B2B Master Course | How to Become an Awesome Technical Sales Engineer | Lead Generation Machine: Cold Email B2B Sales Master Course | FEMA IS-27 Orientation to FEMA Logistics | FEMA IS-907 Active Shooter

### KEY STRENGTHS

Engineer in Training (EIT) | Water Treatment | Electrical System Analysis & Design | Capital Investment Analysis | Project Management | MS Office Suite | Six Sigma PM Methodology | Product & Contract Negotiations | Exemplary Interpersonal skills | Data Analysis | Programmable Logic Controller (PLC) | Strong Communication Skills | Quality Management (QA) | Business Development | OSHA Regulations/Construction | Applications Engineering | Business & Sales-Oriented | Marketing & Sales Consultant | Deadline-Oriented | Exceptional Customer Service skills.

### PROFESSIONAL PROGRESSION

**Electrical Engineer/Business Consultant, North Haledon, NJ** 2016-2018

Consultant for global firms working with Saudi Arabia or wishing to conduct business inside the country. Provide technical and business support to both domestic and Saudi contractors and companies.

- Liaise between American businesses and the Saudi Arabian ones to ensure compliance. Facilitate communication protocols.
- Ensure Technical Submittals and Comparison Tables are compliant for government contracts.
- Develop International Trade Agreements for both domestic and Saudi firms.
- Analyze project specifications, drawings, and blueprints for technical accuracy; prepare documentation to secure technical approvals.
- Market and sell to potential clients; project manage existing clientele and assure business needs and high levels of customer satisfaction are met.

**Projects & Applications Engineer** • Masader Supply Co., Alkhobar, Saudi Arabia 2014-2016

Sole Engineer for this successful start-up firm. Identified and analyzed clients' requirements and needs. Established, developed, and maintained strong client relationships. Liaison for technical/engineering division and sales teams. Project Manager for all engineering and technical needs from initial client meeting to close of sale.

- Achieved over \$20M USD in contracts and sales.

- Identified and resolved technical, electrical issues with screw pumps resulting in the re-acquisition of a major client: the Ministry of Water and Electricity.
- Reviewed engineering specs to assure system sustainability and reliability.
- Created and developed relationships with global firms.
- Performed installations and troubleshooting of all systems.

**Technical Pre-Sales Engineer** ▪ Al-Aswad Group, Alkhobar, Saudi Arabia 2012-2014

Hired to oversee sales, business, and engineering aspects in the Electromechanical Division. Analyzed Work Breakdown Structure (WBS) bids to identify specific equipment required for projects. Prepared contracts and RFPs. Developing business, supervising installations, and ensuring client satisfaction with services.

- Managed large-scale project involving analysis of specs, obtaining technical approvals, start-up and commission of equipment, technical training of client's personnel, and installation of major generators.
- Troubleshoot and resolved complex issues for an Operation and Maintenance Contractor working onsite.
- Established key relationships and boosted sales by >10% within first year.

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TECHNICAL SKILLS

AutoCAD | ETAP | Matlab