

Mouhannad Sweiss, MBA

PMP® , BEP® , REP® , CEM® , CSSGB™



Nationality: Jordanian / Chilean
Date of Birth: 17-AUG-1987

Address: 11, Sami Abu Laila
Street, Hay Alkorsi , Amman,
Jordan.

Contact

Mobile: + 962 79 9207255 | Email: Mouhannad.sweiss@hotmail.com

Profile

I am an Electrical Engineer, holding a Masters degree in Business Administration (MBA) and a certified project manager (PMP). I am ambitious, energetic and always keen to develop my knowledge and skills seeking both; personal and professional growth.

I appreciate personal efforts and enjoy collaborative work as a team combined with leadership & coaching that elevates the productivity of the entire team. I add value to the organization I work in by operating in a productive manner keeping focus on priorities and a vision on the ultimate goals.

Work Experience

2019-Current	Izzat Marji Group. Renewable Energy and Energy Efficiency Division.	Deputy Sales Manager
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Main Responsibilities:

- Develop & deploy Annual and quarterly sales strategies.
- Develop, own and manage funnels of opportunities, orders and sales.
- Increase our market share by ensuring maximum customers satisfaction, maximize our sales opportunities and sales acquisitions, and minimizing customers retention.
- Manage a team of sales & marketing engineers.
- Motivate, train and direct sales staff using FAB (Feature, Benefits, and advantages) concepts.
- Assist, coach and guide the sales and marketing teams in their daily activities, successfully closing deals, signing contracts and solving any problem that may arise.
- Conducting feasibility studies such as PBP, ROI, LCOI for Multi Million Projects opportunities.
- Working Horizontally with the Sales Project Management Leadership, to ensure smooth projects operations, on time deliveries and ultimate customer satisfaction, this requires continuous leadership as projects sponsor and heavy interactions with internal and external key stakeholders.
- Managing teams by setting team and individual goals and objectives, by encouraging and influencing teams, as well as managing conflicts to the total benefit of the business and work environment.
- Leading the workflow between different departments and organizations using effective communication and negotiation skills.

2018-2019	Riyadh Renewable Energy Company (Start-up), KSA	Vice President, Sales and Projects Manager
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- Act as an entrepreneur in addition to the official role to help establish a new company in a new market.
- Study and Analyze market capacity, needs and opportunities to properly set the right business strategies.
- In-depth study of our customers, competitors, and local laws and regulation that govern the adoption of renewable energies in the country to help set the right tools, documents, processes and operations.
- Developing strategic sales plans based on company goals that will promote go-to-market strategies and leverage sales growth.
- Sales project management by leading all projects and sales activities among various projects stakeholders internally and externally.
- Motivate, train and direct sales staff using FAB (Feature, Benefits, and advantages) theory
- Conducting feasibility studies such as PBP, ROI, LCOI for multi million project opportunities.
- Maintaining project activities within the required budget, time and quality by monitoring the project closely and controlling its tasks and possible changes needed in timely manner.
- Managing teams by setting team and individual goals and objectives, by encouraging and influencing teams, as well as managing conflicts to the total benefit of the business and work environment.

2015 – 2018	Izzat Marji Group. Renewable Energy and Energy Efficiency Division.	Senior Projects and Sales Engineer
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Main Responsibilities:

- Meeting with those responsible of large-scale projects and factories and exploring photovoltaic systems and renewable energy.
- Studying the potential of installing photovoltaic cells.
- Project manager for engineering, procurement and commissioning.
- Coordinating between Jordan Electricity Company and the clients.
- Coordinating between Greater Amman Municipality and the clients.
- Conducting the feasibility study and cost analysis.

2013-2015	Naouri Group	Senior Quality Assurance Engineer
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Main Responsibilities:

- Measuring process efficiency and monitoring process flow regarding quality issues and submit report to top management regarding this matter.
- Monitoring and reviewing samples of in and out going emails related to assigned companies in order to ensure high level of professionalism in NG provided services.
- Investigating and handling complaints of unsatisfied clients, obtaining and evaluating all relevant information and taking the necessary corrective and preventive actions for maintaining the highest quality of service.
- Working with the IT dept. to identify the requirements for proposed systems and testing the developed systems to make sure that all requirements have been applied properly.
- Conducting periodic quality audits to ensure that entities within the Group are abiding by the standards, policies and procedures specifically set for the shipping and logistics functions.

2011-2013	Naouri Group	Quality Assurance Engineer
<p>Main Responsibilities:</p> <ul style="list-style-type: none"> • Keeping records of customer comments, complaints and taken actions. • Analyzing the customer satisfaction surveys' results and recommending corrective and preventive actions systems amendments required by operations staff. • Preparing clear explanatory documents such as detailed work instructions and scope of work. <p>Conducting bi-annual customer satisfaction survey and gathering client's comments and feedback .</p>		
2010-2015	National Orthodox School	Physics and Math Teacher
<p>I had been teaching Physics, Mathematics and Mechanics for A-levels and O-levels in the National Orthodox School.</p> <p>It is worth mentioning that I was teaching and working at Naouri Group in the same time trying to be financially self-dependent to pay the entire university tuitions and costs by myself.</p> <p>Moreover, this Experience gave me the opportunity to learn how to manage my time efficiently and work under pressure, in addition it improved my presentation and leadership skills.</p>		

Training and Certificates
<ul style="list-style-type: none"> • Project Management Professional (PMP). • Business Energy Professional (BEP). • Certified Energy Manager (CEM). • Renewable Energy Professional (REP). • Certified Six Sigma Green Belt (CSSGB). • Negotiation Skills –University of Michigan. • Internal Quality Management Audit. Lloyd's ISO 9001:2015 • B.A.N.K code, master level • Master Presenter. • Sales Skills. • DELF (Diplôme D'études en Langue Française) A1, A2. • Attended CCNA course (Cisco Certified Network Associate). • IELTS, with an average of 6.5.

Education

2010 - 2012

Master's in business administration (MBA).

German-Jordan university / Talal Abu Ghazaleh college of business, Amman-Jordan.

- Specialized in Quality Management and Control.
- Major courses: Six Sigma, Supply Chain Management and Total Quality Management.
- Six sigma green belt certified.
- Cumulative grade of 86.7 (rating: Very Good)

2005 – 2009

Bachelor's in electrical engineering branched to Communication and Electronics.

Jordan university of science and technology, Irbid-Jordan.

- Cumulative grade of 71.4 (rating: Good)
- Graduation project: Wireless Charging Battery; this project has developed the idea of charging small batteries (Mobile Phones) wirelessly without using any conventional cables, noting that it was the first of its kind to be done as a graduation project in the university graded with Excellency.

1993-2005

A-levels -General Certificate Education (GCE)

College De La Salle (Freres), Amman-Jordan

Languages

Arabic (Fluent)

English (Fluent)

French (Fair)