

# Salim F. Abu Khader

Jordan, Amman, Dabooq

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## **PERSONAL INFORMATION**

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- Marital status: Single
- Nationality: Jordan
- Date of Birth: 10 July, 1978
- Place of Birth: Amman

## **OBJECTIVE**

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Working with creative and ambitious management to improve business revenues, and my career. I am looking for promising position and career within well recognized company in addition to the financial stability.

## **EMPLOYMENT EXPERIENCE**

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### **ATG Sales Manager**

**July 2003 - Present**

*Arab Technical Group, Jordan*

- Direct the actual distribution or movement of a product to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives.
- Analyze sales statistics gathered by staff to determine market coverage, sales potential and inventory requirements and monitor the preferences of customers. Prepare accordingly market segmentation, and study share of sales against each segment.
- Resolve customer complaints regarding sales and service.
- Monitor customer preferences to determine focus of sales efforts. Direct and coordinate activities involving sales of manufactured products, including competitor's products comparisons.
- Determine price schedules and discount rates.
- Review operational records and reports to project sales and determine profitability.
- Confer or consult with department heads to plan advertising services and to secure information on equipment and customer specifications. Coordinate with Marketing to be present in all related exhibitions.
- Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.
- Prepare budgets and approve budget expenditures.
- Represent company at trade association meetings to promote products.
- Plan and direct staffing, training, and performance evaluations to develop and control sales programs.
- Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase.
- Coordinate with top management to define sales target, and expansion strategies.

**Production Engineer****July 2002 – July 2003***Elba house Industries company, Jordan*

- Management of production processes: Scheduling orders & utilizing man power.  
Mapping processes to eliminate defects.

**EDUCATION**

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**Courses**

- McQuay applied system products and range-Jordan
- Uponor (Wirso, Unipipe) latest systems for under floor heating and potable water –Sweden, Germany
- Daikin central system (VRV) design, selection and software –Jordan
- Daikin heat pump (Altherma)-Jordan
- Sales Development skills –Jordan
- Chappie solar and geothermal systems-Jordan
- Effective Communication Skills –Jordan
- Strategic Planning Professional –Jordan
- Body language-Jordan
- Daikin VRV IV Technology and Factory visit –Europe

**B.Sc. Mechanical Engineering, Rate: Very Good****Feb. 2002***Philadelphia University, Jordan*

- HVAC systems design
- Hydraulics
- Applied mechanics; Control, Vibration, etc.
- Fluids, Internal Combustion Engines, Fuel Combustion
- Thermodynamics & Heat Transfer
- Manufacturing Processes
- Engineering Economy
- Graduation Project: Comparison between Round & Rectangular Ducts; Cost & Efficiency

**High School Certificate, Science****June 1996***College De La Sale – Frere, Jordan*

## **SKILLS AND EXPERTISE**

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### **Languages**

English (Fluent), Arabic (native), French (Fair)

### **Skills**

- Training
- Management
- Microsoft Suites
- Multi-lingual
- Negotiation
- Communication
- Social Responsibility
- Marketing
- Consulting
- Time management
- Leadership
- (Public) Relations
- Training programs
- Revenue acquisition
- Influencing

## **INTERESTS**

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- Learning & improving personal knowledge.
- Professional research & business studies.

## **PROFESSIONAL MEMBERSHIP**

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- Jordanian Engineers Association, June 2002

## **AWARDS RECEIVED**

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- Certificate of "Best sales engineer
- Certificate of professional Engineer from Jordan Engineering Association

**REFERENCES AVAILABLE UPON REQUEST**