

AHMED M. EL SHEIKH

General Manager

ABOUT ME :

I am a mechanical design engineer with experience in designing and developing industrial products and production lines, I have been involved in the development of many production lines in the plastic industry and the implementation of thermoforming and inject mould machines projects, and helped in some feasibility studies and the establishment of industrial projects This made me qualified to support partners and clients in their business and projects.

Work Experience:

GENERAL MANAGER

IMC İstanbul Mükemmel Company İnşaat Ticaret LTD. Şit. 1 Nov. 2019 - Current.

- Set goals and objectives to realize revenue, volume and earnings growth and ensure target achievement along with effective management.
- Create strategic and tactical plans to achieve the company vision.
- Develop monthly and weekly sales plans that include prospecting activities and forecasting dealers.
- Manage the activities of all members of his staff as they are involved in their day to day operation.
- Work closely with stakeholders from across the company to develop consensus around the projects and other businesses.
- Work closely with all department heads to improve the quality of work as per company policies, procedures and operation guidelines.
- Manage the manpower budget and ensure that the right number of people with the right skills are hired to meet company productivity.
- Control supplies, factories and markets.
- Pricing, and time-integrated plans for product introduction.
- Establish a network with other concerned persons with the business to share current information on company products and services; target and open new markets.
- Forecast and control sales and expenses.

EXPORT MANAGER

Hayawe the Bio Wood Manufacturing Co. 1 Jan. 2017 - Current

- Plan and coordinate the international shipment of goods.
- Negotiate with a variety of people, such as shippers, agents and vendors.
- Assessment of new marketing and sales opportunities as well as the presentation of those estimations to the respective managements.

- Follow up agents and distributors and try to facilitate their work to achieve the highest possible rate of sales.

SALES SERVICE ENGINEER

Showrann Trading Co. Nov. 2016 - Nov. 2019

- Searching for new clients who could benefit from our products in a designated region.
- Calculating client quotations.
- Travelling to visit potential clients.
- Negotiating and closing sales by agreeing with terms and conditions.
- Offering after-sales support services. - Co-ordinating sales projects.
- Helping in the design of custom-made products.
- Making technical presentations and demonstrating how a product will meet client needs.
- Solving client problems.
- Providing pre-sales technical assistance and product education.
- Providing training and producing support material for the sales team.
- Supporting marketing by attending trade shows, conferences and other marketing events.

RESEARCH AND DEVELOPMENT ENGINEER

Gulf Automobile Industry Crop Dec. 2014 - May 2016

- Design spare parts for forklift (chassis - engine foundation - ...).
- Technical drawing by using CAD software (SolidWorks).
- Technical support.
- Product design
- Design Laser cutting wood products
- CNC programming
- CNC machine maintenance
- 3D modelling
- Machine design.
- Machine and production line development.
- Lead technicians to improve product quality.

RESEARCH AND DEVELOPMENT ENGINEER

Tanta Motors Aug. 2014 - Dec. 2014

- Design agricultural equipment.
- Technical drawing.
- Estimate production cost
- Write BOM (bill of material) for products

MECHANICAL DESIGNER

Sabigate Group Oct. 2012 - July. 2014

- Design machines and production lines and oversee the production process.
- Make stress analysis study for designs to choose suitable material and suitable motors to achieve the optimum design.

MY SKILLS

- Strategic Planning
- Modern Economics
- Digital Marketing
- Pricing Strategy
- Reverse Engineering
- Product Design
- Machine Design
- MatLab
- CATIA
- SolidWorks
- Autodesk Fusion 360

EDUCATION

BACHELOR OF ENGINEERING

Mansoura University, Egypt

Sep 2007 - Oct. 2012

- PASS (60%) in Mechanical Design and Production Engineering.

- Excellent in Graduation Project "Brain Controlled Humanoid - Mechanical model".

LANGUAGES

ENGLISH

ARABIC

TURKISH

CONTACT ME

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