Omar M. Al Shehab

Sales Engineer and Business Development Professional

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PROFESSIONAL SUMMARY

Sales Engineer and mechatronics graduate with 9+ years of experience across Saudi industrial sales, business development and automation. Skilled in consultative B2B sales, technical and commercial proposals, pricing, contract negotiation and customer support. Experience with Loctite, Dow Corning, Devcon and Winkel, supported by an established network of contacts across the Saudi market. Contributions include a 21% increase in market share, a 25% improvement in customer satisfaction and a 15% improvement in production efficiency through custom manufacturing solutions.

CORE SKILLS

Technical sales; B2B industrial sales; business development; account management; solution selling; customer needs analysis; technical and commercial proposals; pricing and negotiation; product demonstrations; customer support; sales analysis; opportunity follow-up; delivery coordination; industrial and building automation; technical documentation.

PROFESSIONAL EXPERIENCE

Sales Engineer and Manager in Charge

Maith Gulf International Co. Ltd. | Saudi Arabia | Jun 2020 - Present

- Lead consultative B2B sales for industrial customers, build client relationships, and translate operational requirements into suitable product and solution recommendations.
- Prepare and follow up on technical and commercial proposals, coordinating scope, pricing, product specifications and delivery expectations with customers and internal teams.
- Analyze sales performance and market opportunities while coordinating ERP and e-commerce activities, contributing to a 21% increase in market share.
- Direct customer-focused sales and support activities associated with a 25% improvement in customer satisfaction.
- Coordinate customer requirements, machine design, and custom manufacturing solutions that improved production efficiency by 15%.

Industrial and Building Automation Engineer

Chilled Streams Contracting Co. | Saudi Arabia | Mar 2019 - May 2020

- Supported installation, testing, diagnostics, and troubleshooting for industrial automation systems and machinery.
- Coordinated with maintenance and manufacturing teams to resolve technical issues, improve equipment reliability and reduce operational downtime.
- Prepared technical documentation and wiring schematics and trained end users and project teams on system operation and maintenance.

PROFESSIONAL EXPERIENCE CONTINUED

Sales Engineer

Maith Gulf International Co. Ltd. | Saudi Arabia | Mar 2016 - Dec 2018

- Developed industrial customer relationships and recommended products and services aligned with application requirements, cost constraints and available resources.
- Delivered technical presentations and product demonstrations that explained operational value and commercial benefits.
- Negotiated pricing, delivery schedules and product specifications while resolving customer technical and commercial issues.

Instrumentation Engineer Intern

Aujan Industries | Saudi Arabia | Jul 2014 - Oct 2014

- Performed instrumentation and control-system diagnostics under engineering supervision and participated in safety audits supporting manufacturing requirements.

EDUCATION

Bachelor of Science in Mechatronics Engineering with Honours

International Islamic University Malaysia | 2015

PROFESSIONAL REGISTRATION

Saudi Council of Engineers | Engineer | Current

ADDITIONAL TECHNICAL TRAINING

- Low Current Systems Design | 30 hours | Integrated Learning Training Center | 2025
- Revit MEP | 40 hours | Autodesk | 2025
- Practical Introduction to BACnet | Udemy | 2024
- KNX and ETS Primer | Udemy | 2024
- Power Distribution Systems Design | 40 hours | Integrated Learning Training Center | 2024
- Lighting System Design using DIALux | 25 hours | Integrated Learning Training Center | 2024