

Contact

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Top Skills

Civil Engineering

Construction

Civil Engineers

Languages

Arabic

English

Fayez Al Daghma

key Account Manager At Saveto Group

Abu Dhabi, Abu Dhabi Emirate, United Arab Emirates

Summary

Civil Engineer & Sales key Account Manager on the construction field from 11 Years with 7 years Sales Engineering & Management Experience on the supply of construction materials & application of it with one of the biggest Building Materials construction Group on Middle East which is Saveto Group, A Vetont quality products Of The Finland Based Group which is Vetont construction Materials Group.

Our Responsibilities & Experience Mentioned as the following points :

Finalise Prestigious and Huge projects .

Management control for the sales, Collection, Technical.

Create new sales and marketing strategies.

Generate high-quality sales leads and follow up after initial meeting.

Identify areas where we can improve customer satisfaction .

Set and achieve sales goals and quotas on a monthly and quarterly basis.

Survey projects with strong plans by scheduled and divided the areas to Divisions.

Prepare Quotations, Sales Reports and budgets reports.

Analyse Technical Data Sheets and submittals and pre-qualifications.

Reports to the Sales Director and is responsible for supporting sales teams.

Product positioning, evaluating customer environments.

Defining supply and application requirements.

Act in charge of our Regional Sales Manager. Manage the sales engineers Team appointed and chosen by our UAE Sales Director.

Designing and implementing a strategic sales plan.

Strong Business Relationships with The Key persons on Construction Companies&Suppliers&Consultants .

Experience

Saveto Group
Key Account Manager

Saveto Group
7 years 9 months
Key Account Manager
July 2021 - Present (3 years 3 months)
Abu Dhabi Emirate, United Arab Emirates

Senior Sales Engineer
October 2018 - July 2021 (2 years 10 months)
Dubai, United Arab Emirates

Sales Engineer
January 2017 - September 2018 (1 year 9 months)
Dubai, United Arab Emirates

CAPITAL ONE CONSTRUCTION INC
Civil Engineer
April 2012 - January 2017 (4 years 10 months)
Abu Dhabi Emirate, United Arab Emirates

Education

Abu Dhabi University

MBA

Abu Dhabi University

Bachelor of Engineering - BE, Civil Engineering · (2007 - 2012)