



Mohammed Samir Al Laham



+971 55 776 2204



Samir-ssb@hotmail.com



Dubai, UAE

SKILLS

- Continuous improvements
- Sales territory growth
- Market intelligence
- Brand-building strategies
- Profit and revenue-generating strategies
- Communication and engagement techniques

EDUCATION

Expected in 11/2022

Heriot Watt University

Master's degree: Logistics & Supply Chain

05/2020

Coventry University & Emirates Aviation University

BEng. Honours: Aerospace Technology

05/2019

Coventry University & Emirates Aviation College

Higher National Diploma: Aerospace Engineering

PERSONAL PARTICULARS

- Visa Status:
 - UAE Resident Visa.
- Driving Licenses:
 - GCC - Light Vehicle license.
- Language:
 - Arabic (Native Language)
 - English (Fluent)

PROFESSIONAL SUMMARY

Analytical, strategic-thinking and meticulous sales professional with over 6 years of comprehensive experience in relationship-building, partnership cultivation, top account retainment and profit channel growth. Self-motivated leader with expertise in expanding network connections, persuasively introducing products, implementing pricing models, inventory control and projections, vendor relations and territory development. Talented at identifying customer needs to deliver effective solutions.

WORK HISTORY

08/2011 - Current

Island Coast LLC | Dubai

Sales Manager

- Achieving Sales and Personal Targets.
- Assisting clients with the after-sales service's that best fits their unique identities.
- Recommended our high-quality products content that meets customer objectives.
- Key index:.
- Holds full responsibility for all marketing and communication matters.
- Has full responsibility for stand design decisions.
- Managed product certification and documentation according to country law.
- Responsible for inventory levels in remote warehouse.
- Manage and train 2 employees.
- Direct marketing planning meetings to evaluate current techniques and formulate new plans.
- Analyze business developments to forecast potential sales.
- Evaluate various marketing strategies to achieve strategic objectives and better understand areas where improvement can be made.
- Skills.
- Expertise in creating a marketing & sales program for new projects.
- Strong project management skills, such as time management, organization, and leadership, gained through managing numerous projects.
- Experience with both trade marketing and tiered distribution gives me a more diverse understanding of a company's needs and

- Date of Birth:
- 29.06.1998
- Nationality:
- Syrian Passport holder.

PROFESSIONAL CERTIFICATES

- Computer Aided Design (CAD)

market analysis.

- Good communicator who is able to write clearly and effectively and give successful oral presentations.
- Excel at using many software programs, such as the Math Works MATLAB and Microsoft Access.
- Training & Developments:.
- Negotiated pricing with distributors and customers to optimise cost savings.
- Mentored and trained staff to drive productive goal setting and field sales objectives achievement.
- Aided senior leadership during executive decision-making process, generating data reports and analysis to improve operational efficiencies.

03/2019 - 10/2019

Aircraft Engineer

- Trianee | Emirates Airline | Dubai, Airbus 380-800 , Boeing 777-300ER.
- Technical.
- Able to prioritize individual workloads according to deadlines.
- Participate in removal of center fuel access panel.
- Installation of side wall links and replacement of ball units in cargo.
- Testing the PDU in cargo.
- Replacement of APU in duct bleed air inline filter of portable water system.
- Discarding cabin re-circulation filter elements.
- Installation of the center vent tube in the engine.
- Gauge pressure tire testing in the calibration lab.
- Investigating damages and cracks for specific parts, items, surface of the air craft by NDT lab.
- Always keeping a neat and organized work area.
- Able to climb and work on step stools and ladders.
- Identifying potentially unsafe conditions and reporting them.
- Familiar with Propeller, wheels & brakes removal & installation.
- Decanting procedures & Refueling Procedures.