

## Contact

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## Top Skills

AutoCAD  
CAD  
Electrical Engineering

## Languages

English (Professional Working)  
Arabic (Native or Bilingual)

# Sayed Abugabal

Electrical Engineer with 12+ years experience in power generators and switchgear.

Khartoum

## Summary

A results-focused, quality-driven Electrical Engineer with a progressive career of 11 years with experience in power generators and switchgear sales, installation, operation and maintenance. Demonstrated success-utilizing management, technical and engineering expertise in Sudan construction and industrial sectors.

Comprehensive knowledge of designing, developing, installing and maintaining electrical systems and components to required specifications, focusing on the economy, safety, reliability, quality and sustainability.

Sufficient knowledge in maintenance methodologies, power transmission and distribution, preventative maintenance, electrical engineering, and other electrical services.

Extensive project management experience including coordinating various electrical projects, preparing project documents, developing budgets, meeting client requirements, implementing project procedures, and making sure the project is completed on time and within budget.

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## Experience

### CTC Group

Sr. Application Engineer -Power Systems

July 2021 - Present (7 months)

Khartoum North, Sudan

### DAL Energy Co. Ltd.

Account Manager

May 2018 - July 2021 (3 years 3 months)

Khartoum,Sudan

- carrying out market research in order to keep up to date with customer trends, as well as trying to predict future trends
- developing strategies and managing marketing campaigns across print, broadcast and online platforms to ensure that products and services meet customers' expectations and to build the credibility of brands
- analysing the success of marketing campaigns and creating reports
- supervising advertising, product design and other forms of marketing to maintain consistency in branding
- meeting with clients and working with colleagues across multiple departments (such as marketing assistants, marketing managers and chief marketing officers)
- managing budgets and a team of junior assistants
- organising events such as product launches, exhibitions and photo shoots.
- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

F&M International Co. Ltd.

Sales Manager

May 2016 - May 2018 (2 years 1 month)

Khartoum, Sudan

Sudanese Tractor Co. Ltd.

7 years 1 month

Sr. Installation Engineer

September 2014 - May 2016 (1 year 9 months)

Khartoum, Sudan

- Conduct site visit and confer with clients to discuss the optimum way to meet their requirements.

- Perform detailed load calculations and advise the client for the optimum power solution (generator rating, cables sizes, transformers, ATS, MTS, switchgears....etc.).
- Prepare technical and commercial offers accordingly.
- Supervise the supply of materials (collects quotation from potential suppliers, evaluate and select the optimum source on technical & commercial bases).
- Direct and coordinate the installation including civil and mechanical works.
- Direct and coordinate the electrical installation works including cable laying & termination and earthing works.
- Supervise testing, commissioning, operation & maintenance activities of all system components with our service department and vendors if any to ensure compliance with specifications, codes, and customer requirements.

## Sales Engineer

May 2009 - September 2014 (5 years 5 months)

Khartoum,Sudan

- Searching for new clients and maintaining existing relationships.
- Managing and interpreting client's requirements.
- Making technical presentations and demonstrating how a product will meet client needs.
- Preparation of client's offers.
- Negotiating and closing sales by agreeing terms and conditions.
- Co-coordinating sales projects.
- Administering client accounts.
- Liaising with other members of the sales team and other technical experts to solve client problems.

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## Education

Sudan University of Science and Technology

Bachelor's degree, Electrical engineering · (2002 - 2009)