

Rawad F. Saliba

Location: Beirut, Lebanon • Phone: +961 70 08 14 08 • Email: rfs15@mail.aub.edu

EDUCATION

2010-2015	AMERICAN UNIVERSITY OF BEIRUT Bachelor of Engineering in Mechanical Engineering Final Year Project: Design Study and Experimental Verification of Damping Buoy.	Beirut, Lebanon
-----------	---	-----------------

2007-2010 **INTERNATIONAL COLLEGE** Beirut, Lebanon
Lebanese Baccalaureate Awarded with honors – General Sciences

PROFESSIONAL EXPERIENCE

2017-Present **NOVADIM FOOD TECHNOLOGY** Beirut, Lebanon

Sales Engineer (2019-present)

- Developing and maintaining relationships with new and existing customers.
- Preparing sales quotations and project proposals and closed them facing the customer.
- Acting as primary point of contact for customers to ensure proper follow-up and customer satisfaction.
- **Scope:** Sales Engineer for Lebanon, Qatar and Oman (Food and Beverage Industry)

Project Manager (2017-2018)

- Prepared Commercial and Technical offers including specifications, price, delivery, and payment terms.
- Conducted effective cost/estimation analysis by taking full accountability over project profitability.
- Coordinated with the logistics and supply chain departments to get relevant delivery of different project packages.
- Oversaw projects execution while making sure to meet project milestones.
- Controlled project progress versus budget spending while striving for margin improvement.
- **Scope:** Project Manager for Oman, UAE and Qatar

SMI GROUP ITALY

Sales/Project Management Trainee (Fall 2017)

- Offer overview and technical training for water factories design and layout.
- Training on quotations, pricing and margin calculation.
- Customer facing training, including communication skills and selling arguments.
- Project Management Training including project planning, milestones, and deliverables.

2015-2016 **SALTEK SAL BAKERY EQUIPMENT** Beirut, Lebanon

Design and Production Engineer

- Modeled and designed full machines using AutoCAD and Solid Edge Software.
- Monitored all machines productions to ensure efficiency and quality according to planned protocols.

Summer 2014 **C.AT. GROUP** Dammam, KSA

Estimation and Site Engineer Intern

- Cost Estimation of materials required for execution of mechanical services for different projects.
- On-site overview of pipelining activities such as surveying, stringing, welding, backfilling, hydro testing and lay-up.

PERSONAL

Computer Skills	Microsoft Office Tools, AutoCAD, Solid Edge, C++, Adobe Acrobat
Languages	Fluent in written and spoken English, French and Arabic
Memberships	Lebanese Order of Engineers and Architects, Engineers Without Borders
Activities	Previous Vice President of Club Jeunesse Chrine (Sports and social club) Sports enthusiast: Basketball, Football, Volleyball, etc.