



# CHIHAB MERHI

MECHANICAL ENGINEER | TECHNICAL SALES ENGINEER  
[linkedin.com/in/chihabmerhi](https://www.linkedin.com/in/chihabmerhi)

## OBJECTIVE

Entrepreneurial Sales Engineer with excellent business skills aspiring to acquire a suitable Job Role at your esteemed company.

## ABOUT ME

Born on December 4<sup>th</sup>, 1992 in Kefraya Al-Koura, North Lebanon.

Email: [cmerhi10@gmail.com](mailto:cmerhi10@gmail.com)

Number: +961 70 525 837

## SKILLS

- Sales/Marketing skills esp. for Photovoltaic cells systems.
- Knowledgeable and experienced in photovoltaic grid systems
- Presentation & product demonstration skills
- Customer service skills
- Contracts & Deal Negotiation
- Time & Project Management
- Deal Closing
- Microsoft Office (all), Java Script, Mat Lab, AutoCAD.

## LANGUAGES

Arabic (Native Tongue)  
English  
French  
German (Basic, A1 certificate)

## EXPERIENCE

### SALES ENGINEER • GP STELLAR • LEBANON • 07/2019 – 11/2019

- Pursued potential clients for PV-Diesel systems all across Lebanon, while increasing my client database by 35%.
- Closed a deal worth 50,000 USD in my first 3 weeks of employment.
- Negotiated & prepared sales contracts to over 50 potential clients.
- Issued over 20 quotations for potential clients worth 1.5 million USD
- Reached an agreement for a deal worth 400,000 USD.
- Provided site visits/evaluations & concept layouts, and permits.

### SALES ENGINEER • ELEMENTS SUN & WIND • LEBANON • 12/2016 – 06/2019

- Worked in solar energy, selling PV-Diesel systems to be installed on large-scale buildings/structures.
- Developed a new market for the company in less than a year.
- Maintained over 400 contacts in a database for new clients.
- Issued over 70 tender quotations in less than a year.
- Negotiated deals worth more than 3 million USD in less than a year.
- Finalised a deal worth 300,000 USD in less than a year, being the first deal of such in North Lebanon.
- Secured 1st residential house, net meter project worth 50,000 USD.
- Regularly engaged and pursued new business leads, following up on over 20 leads daily.
- Introduced 3-4 potential client meetings on a daily basis.

### SURVEYOR & SITE SUPERVISOR • IRSAL TELECOM & SOLUTIONS • LEBANON • 06/2015 – 10/2015

- Coordinated site surveys.
- Oversaw field operations.
- Evaluated workloads & available resources to prepare schedules.
- Created detailed maps through software.
- Read & utilised topographical maps.

### TRAINEE ENGINEER • CHEKKA SUGAR REFINERY S.A.L • CHEKKA, NORTH LEBANON • 06/2014 – 08/2014

## EDUCATION

MASTERS OF SCIENCE IN MECHANICAL  
ENGINEERING | 2016 | LEBANESE INTERNATIONAL UNIVERSITY,  
TRIPOLI, NORTH GOVERNORATE