

# MOSTAFA GHADER

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Beirut - Lebanon

## EDUCATION

**American University of Beirut**

**Bachelor of Engineering, Mechanical Engineering**

**August 18 –May 22**

Final Year Project: Helping Hand 2.0, created an upgraded white cane with sensor.

## EXPERIENCE:

**Business Development-BOSCH**

**Beirut, Lebanon**

**June 23 – Present**

- Conducting in-depth market research to identify potential clients, market trends, and competitors in the HVAC industry.
- Building and maintaining strong relationships with existing clients and key stakeholders, ensuring their needs are met and addressing any concerns or issues promptly.
- Identifying and target potential clients, generating leads, and converting them into new business opportunities.
- Developing and executing sales strategies to meet or exceed revenue targets.
- Exploring partnerships with other businesses, such as HVAC equipment manufacturers or distributors, to expand the company's product offerings and market reach.
- Negotiating contracts and agreements with clients, ensuring favorable terms for the company while meeting the client's needs.

**Quality & Sales Engineer –ZeeBoiler**

**Beirut, Lebanon**

**December 23 – May 23**

- Auditing systems based on ISO 9001:2015 requirements.
- Determining quality metrics for all manufacturing procedures.
- Monitoring the entire production cycle and reporting on malfunctions.
- Determining prospects, reviewing received specifications for projects, selecting items to be quoted, issuing quotations, pushing up compliance statements, following up on quotations, coordinating final pricing with division manager, placing orders, and following up on orders.

- Designing boiler rooms and steam distribution networks, producing specifications, supervising drawings, quantity assessment, project related procurement, and supervising site work.

**Mechanical Engineer -M.D.S.**

**Dakar, Senegal**

**May 22 – November 22**

- Testing, monitoring, installation and troubleshooting of machines, electricity transmission or distribution equipment, auxiliaries, energy storage, control systems, heating and cooling systems, and substations.
- Developing quality control processes and designing product specifications.
- Supervising staff and monitoring production standards.

#### **ADDITIONAL INFORMATION:**

- **Computer Skills:** AutoCAD, C++, MATLAB, Creo, Revit, Microsoft Office (Word, PowerPoint, Excel), Simulink, LabVIEW, Autodesk Inventor, SolidWorks, AJANCAM
- **Languages:** Fluent in English and Arabic with basic knowledge in German (level A1)
- **Soft Skills:** Leadership, Communication, Management, Teamwork, Time management, Problem solving
- **Research Skills:** Report writing, Data collection Analysis, Critical thinking, Planning and scheduling, Interviewing, Critical analysis

#### **EXTRA CURRICULARS:**

- American Society of Mechanical Engineers (ASME) club member
- Robotics competition
- Bridge lasting competition

#### **CERTIFICATES AND AWARDS:**

- MASCO, MEA Headquarters
- Revit Building Information Modeling (BIM) training
- Google Data Analytics, Coursera