

MOHAMMAD WEHBEH

Mechanical Engineer

Tripoli, Lebanon

+961 81 432 925 - mohammad.wehbeh@live.com



Career Objective:

Mechanical engineering graduate seeking to work and have experience in any field related to my major and abilities. I have gained experience in management and supervising through my previous jobs that added management and computer skills to my earned skills. I aim to apply to jobs from which I can learn and put into it my effort and abilities in return.

Additional Skills:

- Thermodynamics
- SolidWorks (Basic Knowledge)
- Management Skills
- Negotiation
- Computer Skills (MS Office)
- Strategic and Critical Thinking
- Data Analysis
- Data Entry
- Customer Service
- Problem Solving
- Communication and interpersonal Skills
- Adaptability
- Organizational Skills
- Ability to work Under Pressure
- Attention to Details
- Time Management
- Research / Information Gathering
- Flexibility

Work Experience:

2022

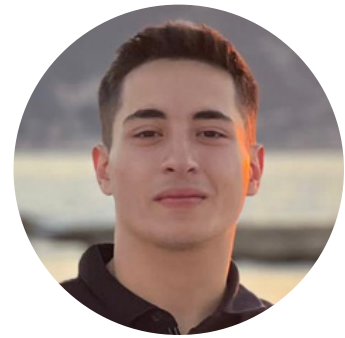
Sales Engineer

Asibex Co. (Jordan):
Engineering Consultancy,
production lines, and
Renewable Energy Division.

- Demonstrating how a project meets a client's needs.
- Working with existing customers to help them get the most out of the products they have bought.
- Providing sales support during virtual and onsite client meetings.
- Cooperate with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
- Preparing reports for head office and sales manager.
- Offering after-sales support services.
- Conveying solution benefits to both business and technical audiences.
- Demonstrating products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.
- Delivering presentations and demos to audiences.
- Conveying customer technical requirements to the Internal Engineering teams.
- Maintaining existing, long-term relationships with customers.
- Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
- Travelling to visit potential clients.
- Negotiating tender, contract terms and conditions.
- Maintaining professional working contact.

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Work Experience:

2020 - 2022

Center Supervisor

Al Fayhaa Association:
(a Non-profit NGO in
collaboration with INGOS
such as Unicef, DRC, Save
the children... etc)

- Supervising and coordinating the center staffs' (teacher, animators, and volunteers) work.
- Monitoring time, attendance and leave request for completeness and accuracy of supervised employees. Conferring with staff as needed, regarding regular and punctual attendance.
- Establishing and maintaining work schedules that meet program goals and objectives.
- Working with the Education Field Coordinator and Education Officer to design a timetable of activities in the center, as well as developing a plan for monitoring the quality and impact of those activities.
- Coordinating with outreach coordinator and volunteers to identify vulnerable children in the district and produce materials/host events to promote the work of the center, to the local community.
- Supporting the Education Field Officers to train center workers on relevant topics (i.e. training teachers on educational curriculum...).
- Regularly identify trainings needed by the center staff and inform the Education Coordinator of these needs.
- Collecting the logistic needs of the centers and act accordingly to ensure the center is fully equipped and meets the needs of the program (making procurement requests, check stock, support the delivery of goods to the center etc.)
- Coordinating the daily provision of snacks for children.
- Organizing regular meetings with the center staff in order to ensure the correct implementation of the program according to the working plan. Working together with the staff to regularly review and update the work plan, when needed.
- Providing the Education Field Coordinator and Program Manager with regular activity and monitoring reports.
- Being responsible for collecting all beneficiary data (registration forms, attendance forms, progress forms etc.) and sharing it with the management on a monthly basis.

2017 - 2020

Team Leader

Cyprus International
University:
(Ercan International
Airport)

- Responsible for overseeing all activities within a team.
- Responsible for deciding how to approach tasks and develop a plan to accomplish them.
- Responsible for distributing information to team members and stakeholders.
- Responsible for keeping track of and structuring various tasks, employees and documents.
- Responsible for determining the goals that members will work toward.

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Work Experience:

2019

Mechanical Engineer

Intern at Wilco PM:

(Slaughterhouse and Factory)

- Applying mathematical and materials science principles to design and modify equipment.
- Designing and testing mechanical components.
- Surveying systems and machines.
- Producing technical documents.
- Presenting data to managers and clients.

Education:

Bachelor in Mechanical Engineering

2015 - 2020

Cyprus International University

Languages:

- Arabic (Fluent)
- English (Fluent)
- Turkish (Intermediate)

References:

Al Fayhaa Association

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Wilco Pm Engineering Department

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Asibex Co. (Jordan)

Sales Manager Abdallah Aberabboh

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