

Abdullah Ghandour



4+ Years of Experience in Maintenance, Installation, Production and Sales

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Syrian | Aug 21, 1992
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CORE COMPETENCIES

English and Arabic
Autodesk Inventor
Preventive Maintenance

Installation Planning
Quality Control
Negotiation Skills

Sales Techniques
Process Improvement
Production Management

WORK EXPERIENCE

Sales and Installation Engineer, FAAT Engineering, Damascus, Syria

Oct 2022 – Jan 2023

- Attended comprehensive Elevators and Escalators training to gain in-depth knowledge about the products offered by the company and enhance my skills in promoting and selling them effectively.
- **Acquired and closed 3 projects (residential compounds), including one significant project**, by providing customized solutions that met the client's requirements.
- **Conducted meetings with clients** to present the benefits, warranty, and after-sales services provided by the company; Negotiated contracts and ensured successful closure of deals.
- **Identified potential clients**, and visited construction sites of buildings under progress, establishing relationships with key-decision makers in the construction industry.
- **Supervised the installation process**, ensuring high-quality installation according to the specifications, and addressing any issues that arose during the process.

**Production Engineer / Maintenance Engineer,
Junior Engineer**,
Cham Label, Damascus, Syria

**May 2021 – Sept 2022
June 2019 – May 2021**

- **Increased profit by 20-35% per order** by implementing effective cost control measures in the operation and production process.
- **Managed the refurbishment and installation of four used 10-color label printing machines** and conducted regular and comprehensive preventive maintenance of machines to ensure continuous operation and avoid any downtime, preventing any issues that may impact production.
- **Designed spare parts for machine repairs**, due to difficulties of ordering from abroad, and ensured optimal performance of machines.
- **Managed all mechanical maintenance activities**, ensuring the smooth functioning of equipment and preventing any interruptions to production.
- Rescheduled printing operations as required to deliver emergency orders, ensuring customer satisfaction and on-time delivery of products.

EDUCATION

Bachelor of Engineering, Materials Science, Damascus University, Syria

2019