

Khaled Alabdulelah

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Objective:

Results-driven professional with expertise in sales engineering, project management, and data analysis. Seeking a role to leverage my technical and analytical skills to drive business growth and operational excellence.

Education:

Master's of Science in Industrial Engineering
University of Missouri; Columbia, USA

Spring 2025
GPA 3.5

Bachelor of Science in Mechanical Engineering
New Mexico State University; Las cruces, USA

Fall 2018
GPA 3.04

Professional Experience:

Presales and Bid Engineer, STC, Kuwait

Feb 2023- Jan 2024

- Designed and delivered enterprise-level network solutions (LAN, WAN, WLAN, VoLAN/DECT, and Cyber Security) using technologies such as Alcatel-Lucent, Cisco, and Fortinet.
- Prepared detailed BOQ/BOM and commercial proposals for mega tendering projects, ensuring alignment with client requirements and budget constraints.
- Collaborated with vendors and internal teams to deliver fully functional solutions, addressing client needs and ensuring project success.
- Utilized data analysis to identify client pain points and tailor solutions, improving client satisfaction and repeat business.
- Played a key role in managing and executing mega tendering projects, ensuring compliance with technical and commercial requirements while meeting tight deadlines.
- Conducted solution demonstrations and addressed client queries, ensuring smooth project handovers and successful bid submissions.

Sales Engineer, DEEMA Trading Company (DTC), Kuwait

Jun 2022-Feb 2023

- Conducted comprehensive market analysis for major PMCs and EPCs in Kuwait, identifying key trends and opportunities for business growth.
- Advised clients on optimal equipment selection, providing technical expertise and customized solutions to meet project requirements.
- Managed the end-to-end sales process, from initial client engagement to equipment delivery and post-sales support.
- Monitored and analyzed governmental tenders and RFQs, ensuring timely and compliant submissions.

Production Engineer & Safety Officer, General Control Group Company (GCG), Kuwait

Dec 2019-Jun 2022

- Develop LV switchgears (MLTP, MSB, DB, MCC, PCC, UDS) to meet customer specific technical, cost and market related technology requirement in accordance with IEC standards.
- Planning and prioritizing production schedules for manufacturing of products to ensure maximum performance and minimum delay for project shipping dates according to sales department.
- Complete system/component sizing, modeling and simulation to meet the switchboard requirement.
- Manage whole factory workforce and materials needed to cover production demand and promised delivery date.
- Weekly and daily Production scheduling and conduct daily morning meetings to discuss barriers and shortages.

Skills:

- **Technical Skills:** MS Word, Excel, PowerPoint, Siemens NX, MATLAB, HVAC, DYNAMICS system, Python
- **Soft Skills:** Problem-solving, Critical Thinking, Effective Communication, Teamwork, Time Management.

Certifications:

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| • Managing Project Stakeholders (PMI), Certificate | February 2023 |
| • OHSMS ISO 45001: 2018 Lead Auditor Training Course | August 2021 |
| • Six Sigma (Council for Six Sigma Certification), Certificate | August 2021 |
| • Engineering Safety Management, Certificate | February 2017 |
| • Shop & Machine Safety Awareness, Certificate | September 2016 |

Associations:

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| • American Society of Mechanical Engineers (ASME), Member | August 2018 |
| • Student Organizations Chemical & Materials Engineering (NMSU), Member | February 2016 |
| • Kuwait Engineering Society, Member | 2019-Present |