



Ayman Wisly Latif

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Objective: To pursue a career where I can practice my expertise in mechanical engineering. My commitment to success and my passion for development are my daily motivation. My work ethics and integrity are in the center of my career focus. My interpersonal skills have allowed me to build lasting and successful relationships with my leadership, colleagues, and customers. My goal is to add value to my organization by driving results both for my own improvement and the success of my team as a whole.

Achievements:

- 1997: Technical Training course marking system [Kortho] contact coder in Holland
- 2003: Technical Training course [EBS] CIJ printer in Germany
- March, 2005: Technical Training course [Videojet] Thermal transfer over print in Turkey
- May, 2005: Technical Training course [Videojet] CO2 Laser Training in Turkey
- May, 2008: Sales Training course in Dubai
- 2011: Sales Training course in Italy
- 2016: Sales Training course in Dubai [CO2 & Fiber Laser]
- 2017: Inter pack Exhibition in Dusseldorf Germany [New supplier]
- 2017: Sales Training course TIJ printer in Dubai
- 2018: Ipack- Ima Milano – Italy [New supplier Eidos]

Education:

Bachelor of Engineering - Mechanical Department 1990

Work Experience:

2012-2019

Key Account Sales Manager

Gargour Technologies Egypt

- Ensure the correct products and services are delivered to customers in a timely manner.
- Serve as the link of communication between key customers and our teams.
- Resolve any issues and problems faced by customers and resolve complaints and regain trust.
- Practice negotiation skills to achieve problem solving
- Check stock of inks ,make-up ,cleaning also the ribbon
- Negotiate with the supplier [VJ] on prices.
- Organize and manage presentation for all Videojet products
- Connection between sales team and maintenance team .
- Collect feedback from our engineers at site to create new sales lead .
- Follow up the samples requested from our customers and send it to Germany lab .
- My expertise in the following products :
Continuous ink jet [CIJ] printer Excel 170i &Excel 2000
CIJ Printer 1000S
Videojet Laser printer CO2 & Fiber laser

Thermal ink jet printer TIJ
Thermal transfer over print TTO
LCM : Unicorn & 2300
Videojet 9550 print & apply
Novexx : Labeling and Print & Apply machine
Sunpack : Carton sealer
Eidos : Coditherm machine with ribbon
Stream feeder : Automatic friction feeder V1000

2008-2011

Sales Engineer

Gargour Technologies

- Drive our sales results by creating and delivering powerful presentations and demos.
- Collect and document details of competitive products in the market.
- Maintain extensive knowledge of all available products' and specifications.
- Provide real value to customers by understanding the needs and making valuable recommendations

2001-2007

Deputy Technical Manager

Gargour Technologies

- Maintain stock inventory and ensure parts availability for replacement needs.
- Maintain and manage technical product support.
- Resolve and respond timely to customers' issues and concerns.

1993-2000

Service Engineer

Gargour Technologies

- Repair and service all VJ machines and equipment in our company & at site.
- Create detailed reports for all completed work for each machine.
- Inspect all machines and create report history to support the decision of whether new machines are required.

Skills:

- Attention to details
- Problem solving
- Creativity and innovation
- Communication skills
- Commercial awareness
- Interpersonal skills and teamwork
- Ability to work independently
- Decision making skills
- Sales
- Customer Service
- Ability to work under pressure or in a fast paced environment
- Maintaining a positive attitude
- Ability to understand and appreciate different perspectives

Professional references available upon request