

TAMOOR ALI

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PROFESSIONAL PROFILE

Technical sales professional with 6+ years of experience owning a full B2B sales lifecycle across high-tech, industrial, automotive, and energy transition markets in Benelux and Nordics. Consistent track record of exceeding territory targets through strategic prospecting, cold calling, vertical market targeting, and contract negotiation. My engineering background and commercial experience provide market fluency and understanding to work on contract strategy and revenue models. I bring an entrepreneurial spirit that thrives in fast-paced, high-growth environments and independently manages territory development from prospecting through close.

PROFESSIONAL EXPERIENCE

SALES ENGINEER | Molex Oct 2021 – Present
Eindhoven, The Netherlands

- Grew Benelux & Nordics territory to €15M with 30% YoY growth, owning account planning, forecasting, pipeline management, and pricing across data center, EV, industrial automation, and energy transition markets.
- Closed a €10M multi-year program agreement by leading pricing and contract negotiations across procurement, engineering, and supply chain, securing preferred supplier status and long-term volume commitments.
- Secured design wins across 20+ accounts (OEMs, EMS) portfolio by running application requirements analysis with design engineers, translating customer needs into commercial solutions, accelerating customer time-to-market..
- Led bid strategy and proposal preparation with cross-functional engineering and pricing teams, and built new business pipeline through structured cold calling and vertical market mapping across Benelux and Nordics markets.

CO-FOUNDER & CHIEF PRODUCT OFFICER | ChargeBNB (E-Mobility Startup) Jan 2020 – Aug 2021
Self-Employed (Remote)

- Drove end-to-end business development for a B2B digital EV charging platform, defining go-to-market strategy and building partnerships across utility, hospitality and automotive sectors for market expansion into 2 European markets (Netherlands and Norway).
- Won €100,000 in competitive funding from Postcode Loterij and was recognized as Best Business Idea in E-Mobility, Europe, validating the commercial model through independent investor pitch panels.

ASSISTANT MANAGER – Technical Operations | Pakistan Ordnance Factories Feb 2015 – Sept 2017
Wah Cantt, Pakistan

- Improved production efficiency by 15% and reduced energy consumption by 12% by implementing measured process improvements and preventive maintenance programs in a manufacturing environment.
- Led a 200+ person technical workforce organized in cross-functional engineering teams, raising operational reliability and production throughput.

EDUCATION

Doctorate of Engineering (EngD) – Mechatronics System Design 2019 – 2021
Eindhoven University of Technology, The Netherlands

Specialization: Systems Engineering | CAPEX reduction for GW-scale hydrogen electrolyzers via systems architecture

Double Master's Degree (Dual MSc Program) 2017 – 2019
Karlsruhe Institute of Technology (Germany) & Institut Polytechnique de Grenoble (France)

MSc Mechanical Engineering (KIT) – Specializations: Energy Technologies, Innovation & Entrepreneurship

MSc Fluid Mechanics & Energetics (Grenoble INP) – Specialization: Fluid Mechanics & Energetics

Bachelor of Science in Mechanical Engineering 2010 – 2014
University of Engineering & Technology, Taxila, Pakistan

KEY PROJECTS & TECHNICAL LEADERSHIP

GW-Scale Green Hydrogen Electrolyzer Plant Design

2020 – 2021

Institute for Sustainable Process Technology (ISPT), The Netherlands

Proposed conceptual plant architectures to cut CAPEX for a GW-scale green hydrogen electrolyzer plant, combining bottom-up cost modelling with availability, reliability, safety and transportability analysis of containerized modular designs of hydrogen electrolyzer.

Product Development – Lab-on-Chip Diagnostics Commercialization

Oct 2018 – Feb 2019

MSc Semester Project, Team Leader

Led a 6-person team using V-model engineering and design thinking to develop a go-to-market strategy for medical diagnostics technology, including concept validation and business model creation.

CORE COMPETENCIES & TECHNICAL SKILLS

Sales & Business Development: OEM/ODM key account management, Strategic & value-based selling, Account planning & forecasting, Pipeline management, Contract negotiation, pricing & margin management, Long-term agreements, Customer retention, New business development & market expansion, Executive stakeholder management

Technical Domain: High-speed and power interconnect systems, Data center infrastructure, Industrial automation, EV charging infrastructure, Renewable energy systems, Energy storage (BESS), Hydrogen electrolyzers

CRM & Sales Operations: Salesforce, HubSpot, Opportunity forecasting & forecast accuracy, Lead activity tracking & reporting, Competitive intelligence & market research

LANGUAGES

English (C1 – Professional Fluency) | Dutch (A2 – Elementary) | Urdu (Native)