Wassim Chehab

AUTOMOTIVE INDUSTRY (A Passion for Automobiles)

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Country of Origin: Lebanon, Beirut

Country of Birth: Kingdom of Saudi Arabia, Jeddah

Date of Birth: February 6, 1994

**SUMMARY**

As a seasoned sales professional in the Automotive Industry, I bring a wealth of expertise and passion for automobiles, particularly in technical parts and vehicle services. With a solid technical understanding of various automotive products, I continuously stay abreast of the latest technologies and industry developments. My proficiency extends to understanding how an automobiles engine works, how the engine mechanism works, how the engine control unit works, what is horsepower, how horsepower is calculated, how the engines components work, what are the symbols or measurements of horsepower. I have deep knowledge, information and a thorough understanding of about Megacars, Hypercars, Supercars, Luxury cars, Exotic cars, Electric cars, Diesel cars, Hybrid Electric Vehicle, Plug-in hybrid Electric Vehicles, Plug-in Hybrid Vehicles, Mild hybrid Electric Vehicles, Internal Combustion Engines,Battery Electric Vehicle,Fuel Cell Electric Vehicle, Hydrogen Fuel-Cell Vehicles, and how companies tune their cars.

**EDUCATION**

Bachelors of Science in Marketing

American University of Science and Technology (AUST) – Beirut, Lebanon

**EXPERIENCE**

Ste Georges Antabi S.A.R.L Suzuki Motorcycles, ATV’S, Nitto tires

Internship – **Suzuki Motorcycles -Spare Parts and Accessories Department** November 27, 2023

Responsibilities:

* Facilitate sales of automotive parts to customers by providing expert guidance and product knowledge
* Address customer inquiries promptly and comprehensively, ensuring high levels of satisfaction
* Coordinate with the administration team to finalize pricing and financing options for customers
* Monitor stock availability and conduct regular inventory checks to maintain optimal levels
* Initiate stock orders for items that are currently unavailable, ensuring timely replenishment
* Organize and manage warehouse inventory to streamline operations and enhance efficiency
* Unload spare parts from the container to the warehouses and unbox them
* Unload Motorcycles and ATV's from the container, unwrap them and store them in the warehouse or supply them in the showroom
* Unload tires from the container and store them in the warehouse
* Accompany the owner of the company or the manager during performing motorcycle specifications to the clients.
* Super sport motorcycles are not to be supplied because they are purchased on order for VIP or niche clients all of which are sold before arrival
* Explore how the garage system is run, how each motorcycle is serviced from small motorcycles to ATV's to Super Sport
* Explore how the forklift runs and how it is driven
* Invoicing:
  + Responsible for creating and managing invoices for automobile services
* Automobile Oil Knowledge:
  + Expertise in various types of automobile oils, including normal and racing oil
  + Proficient in the use of normal motorcycle oil and motorcycle racing oil
  + Knowledgeable about the differences and applications of various engine oils, brake oils, transmission oils, conventional oil, AMS Oil OE Motor Oil (The first in synthetics) synthetic motor oil, 4-cycle synthetic racing motorcycle oil, semi synthetic oil, synthetic blend (Quaker state Motor Oil), fully synthetic oil (RS200 Motor Oil), Race-x lubricant premium engine oil, Mag 1 American synthetic blend oil high performance.
  + When to change oil
  + 4 cycle (4 stroke) motorcycle engine oil
  + CCI 2 cycle (TC-W3 Engine Oil) is used for Forklifts and Snowmobiles
* Spark Plugs and Ignition Systems:
  + Understanding of spark plugs and their role in ignition systems and temperatures ignition.
* Oil Change Procedures:
  + Skilled in performing oil changes, including engine oil and transmission oil
  + Familiar with the timing and procedures for changing oil
* Fan Systems:
  + Knowledgeable about the function and maintenance of fan systems in engines
  + Smoke Machine (Smoke leak detector)
* Engine Lubrication Systems, Oil Lubrication System ( Oil Lubricant system):
  + In-depth understanding of engine lubrication and oil lubrication systems
  + Knowledge of anti-freeze
* Octane Knowledge:
  + Understanding of what octane is and its role in fuel performance, what is octane booster, Fuel injector cleaner, gas treatment, Eco fuel, Eco fuel plus, bio-diesel. Petroleum diesel (petrodiesel, fossil diesel,mineral diesel) Diesel fuel ( Diesel Oil, heavy oil, diesel).
  + Knowledge of what is NOS (Nitros Oxide System), Alcohol Injection System, Alcohol Water Injection System, Water Injection System, Methanol Injection System, Ethanol Injection System.
* Engine Control Unit (ECU), Engine Control Module (ECM) inputs:

Main functions of the ECU:

* + Understanding the role and function of the Engine Control Unit (ECU) and Engine Control Module (ECM)
  + Fuel Injection System
  + Turbocharger
  + Supercharger
  + Turbosupercharger
  + Ignition System
  + Idle speed control( typically either via an idle air control valve or the electronic throttle system)
  + Variable valve timing and/or variable valve lift systems

Sensors used by the ECU include:

* Accelerator pedal position sensor
* Camshaft position sensor
* Coolant temperature sensor
* Crankshaft position sensor
* Knock sensor
* Inlet manifold pressure sensor (MAP sensor)
* Intake air temperature
* Intake air mass flow rate senor (MAF sensor)
* Oxygen (lambda) sensor
* Throttle position sensor (TPS)
* Wheel speed sensor
* Launch control
* Fuel pressure regulator
* Rev limiter
* Waste gate control and anti-lag
* Theft prevention by blocking ignition, in response to input from an immobilizer

In a camless piston engine (an experimental design not currently used in any production vehicle) the ECU has continuous control of when each of the intake and exhaust valves are opened and by how much.

**Chip Tuning:**

Is changing or modifying an erasable programmable read only memory chip in an automobile’s or other vehicles electronic control unit to achieve superior performance, whether it be more power, cleaner, emissions, or better fuel efficiency. Thrill V5 obsidian feet slider (Turbo Thrill).

* Thermistors, Thermometer, Thermostat.
  + Knowledge of Thermistors and their function in the ECU.
  + Knowledge on the function of a Capacitor Discharge Ignition (CDI) and Thyristor ignition.
  + Knowledge on the function of a catalytic converter.
  + Air filter mass is put in a car for the avanse.
  + Stepping motor regulates the avanse for the motorcycle.
  + Temperature Switch.
  + Temperature Controller
  + Temperature Sensor
  + Thermal sensor
  + Thermostat and Thermostat Housing.
  + Water Pump
  + Oil Pump
  + Rheostat
  + Thermometer
  + Waterproof KOSO Temperature Meter
  + Cabin temperature sensor
  + Automotive temperature sensors
  + Automotive NTC, temperature sensor (Negative Temperature Coefficient)

Capacitor Discharge Ignition or CDI unit is an electronic ignition device that stores an electrical charge and then discharges it through an ignition coil in order to produce a powerful spark from the spark plugs in a petrol engine

Chairman Sarkis Atallah – **LC MOTORS S.A.L** (Chinese Automobile Company)

(September 12th 2022 – March 24th 2023) – Beirut, Lebanon

Showroom Sales Representative **Brands (Zotye Automobiles, DFM Automobiles,Pickups and Vans, DFAC Trucks)**

Responsibilities:

* Greet customers arriving at the dealership.
* Showcase the dealership's vehicles and explain their features and warranties to customers.
* Answer customer questions about cars, financing and purchase process.
* Accompany customers on test drives.
* Negotiate car prices and trade-in values for customer's vehicles.
* Coordinate with the finance department to determine each customer's financing and ownership options.
* Contact past customers to ensure they are satisfied with their vehicles.
* Customer Interaction: Assist customers in selecting the right vehicle to meet their needs and budget, as well as conduct vehicle demonstrations and test drives to showcase features and benefits, negotiate pricing and financing options with customers.
* Sales Process Management: Process sales paperwork, including contracts, warranties, payment arrangements. Follow up with customers after the sale to ensure satisfaction and address any concerns or issues. In addition, develop and maintain customer database for future sales opportunities.
* Sales Performance Management: Attend sales trainings and meetings to stay up-to-date on new products and sales techniques. Achieve monthly and yearly sales targets as set by the administration.

**SKILLS**

Service Advising: Professional in understanding vehicles services such as engine lubrication system, oil change, different types of engine oil and differences (Engine oil is a lubricant, while transmission fluid is a hydraulic fluid), oil filter, oil transmission, air filter, air conditioning filter, oil clutch, oil brake, hydraulic fluid, oil steering wheel, spark plug types, spark plug caliber, how to clean a vehicle’s fuel tank, vehicle dynamics, engine diagnostics.

* Proficient in understanding the technical aspects of various automotive products, including engine specifications, fuel economy, fuel efficiency and safety features.
* Drive manual automobiles and vans.
* Skilled in providing excellent customer service and building positive relationships with customers.
* Strong communication skills, both verbal and written, to effectively communicate product features and benefit to customers.
* Demonstrated ability to negotiate prices and close sales deals using persuasive communication techniques.
* Capable of prioritizing tasks, working efficiently and following up on leads and sales opportunities.
* Collaborative team player who works effectively with cross-functional teams, including marketing, finance and customer service to ensure customer satisfaction and drive sales growth.
* Languages: Arabic, English, Beginner in French