



# Mohamed Siblani

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 Ottawa, ON

Results-driven engineer with 7+ years delivering advanced hardware/software solutions to enterprise clients, generating \$25M+ in new revenue, managing complex sales cycles and driving cross-functional collaboration across global markets.

## SALES ENGINEERING EXPERIENCE

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### IPG Photonics

Apr 2017 – Dec 2021

#### Senior Sales Engineer

Kingston, ON, Canada

- Launched a novel laser welding process monitor, driving \$25M+ in enterprise deals across aerospace, automotive, battery storage, and medical devices, boosting product market share.
- Served as the global face of the product, conducting high level demos and technical presentations that closed enterprise contracts.
- Coordinated with international sales teams (Europe & Asia) to gather market insights, deliver technical demos, and refine product marketing strategies, accelerating global expansion.
- Developed and delivered comprehensive product training programs for end-users & internal teams, ensuring widespread adoption.

#### Sales Engineer

- Enabled new QA process-monitoring solutions for advanced manufacturing, bridging product R&D with unique client challenges and delivering successful proof-of-concept trials.
- Represented IPG at industry events, published white papers, hosted product webinars, to generate leads and build awareness.
- Provided on-site and remote technical support for hardware and software installations, malfunctions, including critical field repairs.
- Leveraged CRM platforms (Salesforce) to manage extended sales cycles and generate accurate revenue forecasts.

## MANUFACTURING ENGINEERING EXPERIENCE

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### Tesla

Jan 2022 – Oct 2024

#### Senior Manufacturing Engineer

San Francisco, CA, USA

- Deployed high-volume manufacturing lines for battery cell and supercomputer products, applying DFM/DFA and GD&T while forecasting budget, schedules, and materials.
- Implemented an AI-based inline vision defect detection, saving \$3M by eliminating offline inspection equipment.
- Collaborated with internal teams on change requests, leading PFMEA to reduce defect rate by 61%, accelerating NPI timelines.
- Developed custom fixtures, integrated six-axis robots, and introduced lean automation software, increasing yield by 17%.

#### Manufacturing Engineer

- Led laser equipment qualification for new vehicle battery cell mass production lines, reducing process cycle time by 32% and doubling machine throughput.
- Created laser welding processes for NPIs using Design of Experiments (DoE), cutting weld time by 66% and raising yield by 15%.
- Built factory data pipelines and dashboards in Python, integrating RESTful APIs & SQL to deliver critical production insights.

## EDUCATION

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### University of Ottawa

Ottawa, ON, Canada

Bachelor of Applied Sciences, **Mechanical Engineering**

Sept 2012 – Dec 2016

- Minor in Engineering Management and Entrepreneurship

## SKILLS & CERTIFICATIONS

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- **Skills:** Enterprise sales & account management, CRM (Salesforce), consultative selling, strong oral/written communication, pipeline forecasting, cross-functional collaboration, project management, problem-solving, relationship building, webinars, white papers, programming (Python, SQL, JavaScript), CAD (SolidWorks, CATIA), machine learning, DFM, DFA, 3D printing.
- **Certifications**
  - Professional Engineer (**P.Eng.**) - Professional Engineers Ontario (PEO), Private Pilot License (**PPL**) – FAA/Transport Canada