

Ali Khalifa Salem Alkaabi

Business Development and Sales Manager, CARACAL



Ali Alkaabi is the Business Development and Sales Manager at CARACAL, an international leader in high precision small arms design, production and manufacturing, and an entity within the Missiles & Weapons cluster at EDGE, one of the world's leading advanced technology groups for defence and beyond.

In his role, Alkaabi is responsible for the creation and implementation of CARACAL's commercial strategy, by defining specific customer requirements and developing products based on technical specifications. He is also responsible for the management of CARACAL's Technical Sales unit and the development of its marketing strategy.

With extensive expertise over 14 years in the field of advanced small arms design and manufacturing, Alkaabi's experience is critical to understanding customer requirements and the development of advanced tailor-made solutions. Prior to his current role, Alkaabi also held the position of Programme Engineer at CARACAL, overseeing multiple firearms production and manufacturing processes.

Previously, Alkaabi was a Rocket Assembly Supervisor at Burkan Munitions Systems, now LAHAB, an EDGE Group entity, where he gained valuable experience in advanced small arms component production.

Alkaabi holds an Advanced Diploma in Manufacturing Technology from Industrie und Handelskammer, Germany, and is highly proficient in CNC manufacturing, CAD/CAM software and surface treatment processes. His keen interest in small arms design can be seen in his professional accomplishments, having designed and manufactured a proof-firing device in 2009.