

100100-ELE-1GOPT-E-2006

Commercial / Projects Operations Manager

Holds a B. Sc. in Electrical Power & Machines Engineering, a Diploma in Nuclear Plants and its Safety and International Diploma in Business. Has over 17 years hands-on experience in various areas of electrical engineering, including power generation and power transmission. Worked mainly in the field of protection, commissioning and testing in different power plants.

PERSONAL DATA

Nationality : Egyptian
Gender : Male
Residence : Currently KSA

EDUCATION

- : B. Sc. in Electrical Power & Machines Engineering, Mansoura University, 2006
- : Diploma in Nuclear Plants and its Safety, Alexandria University, 2010
- : International Diploma in Business, University of Cambridge, 2011
- : Master of Business Administration (MBA), Heriot-Watt University, Edinburgh Business School, 2018

LANGUAGES

Arabic : Native Language
English : Fluent
French : Good

COMPUTER SKILLS

- : Windows, MS Office, Internet
- : Adobe Photoshop

TRAINING COURSES AND CERTIFICATIONS

- : Strategic Thinking, Marketing Planning and Financial Planning, Knowledge – Alexandria (Mar./Apr. 2008).
- : Instrument Transformers and Power Measurement, Egyptian Electricity Transmission Co. – Cairo (Jan. 2009).
- : Neutral Protection Earthing in Substation and Switch Yards, Cairo Electricity Production Co. – Cairo (Mar. 2009).
- : Protection Fundamentals, Egyptian Electricity Transmission Co. – Cairo (Apr. 2009).
- : Digital Protection Fundamentals, Egyptian Electricity Transmission Co. – Cairo (Apr. 2009).

- : Electrical Transformers Maintenance, El Nasr Transformers and Electrical Products Co. (ELMACO) – Cairo (Apr. 2009).
- : International English Language Testing System (IELTS), University of Cambridge.
- : DELF (Diplôme d'Études en Langue Française – The French Ministry of Education).
- : ICDL (International Computer Driving License).
- : MOS Master (Microsoft Office Specialist).

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Mar. 2013 till now
- Employer** : Independent Power Producers (IPP) & Renewable Energy Sector – Saudi Electricity Company (SEC) – Riyadh, Saudi Arabia
- Job title** : Commercial / Projects Operations Manager
- Job Description** :
- Leading the team who monitors implementation and operations of IPP and renewable energy projects like Riyadh PP11 (1860MW), Rabigh-I (1320MW), Qurayyah (4099MW), Rabigh-II (2105MW), Fadhili CHP (Power: 1519MW, Steam: 1447 ton and Water 769 ton), GE Hurimala Wind (2.75MW), Layla AlAflag Solar PV (10MW), Sakaka Solar PV (300MW) and Dumat AlJandal Wind (400MW) - (Value of projects > 12 Billion US\$).
 - Manage, negotiate contracts and Power Purchase Agreements (PPA) and identify key levers that drive energy tariff.
 - Pre-Contract phase: Review of RFQ, RFP, technical and commercial proposals for new projects.
 - Review contracts, PPA, financial model and support financial closing in coordination with technical, financial and legal advisors.
 - Post-Contract Phase: Proactively manage project through risk identification and mitigation strategies, measure project progress and anticipate actions to ensure success of project activities and contract deliverables fulfillment.
 - Review and negotiation of post-bid clarifications, change orders, variations, dispute resolution of claims and Settlement Agreements including Head of Terms and Standstill Agreements with developer, EPC Contractor and Project Company.
 - Monitor projects installation, construction, commissioning and commercial operation with Project Company and EPC contractor to ensure that work is being carried out as per contract's specifications, schedules, SEC standards and PPA.
 - Review of Substation (380 & 230KV) and transmission lines project activities, progress and commissioning.
 - Witness and review Start-up, Performance, Reliability Test Run (RTR) and Net Dependable Capacity (NDC) tests.
 - Develop work system enhancement to ensure satisfactory project handing over & achievement of project milestones.
 - Review problems' Root Cause Analysis and resolution.
 - Support project closeout of open items and coordinate to mitigate contractual risks and resolve issues.

Dates : From Jul. 2007 till Feb. 2013
Employer : Middle Delta Electricity Production Co.
Job title : Senior Protection, Testing & Commissioning Engineer
Job Description :

- Team Leader of 5 engineers and 9 technicians, doing routine tests and commissioning of new projects like Talkha, El-Atf and Benha Power Plants and substations (66 – 500KV).
- Supervise and inspect the installation, modification and testing of electrical system equipments of Gas Insulated Switchgear (GIS) like protection relays, transformers (Power, Current and Voltage Transformers), circuit breakers and switchgear devices.
- Special testing and programming for high technology protection systems and relays (GE, ABB, Siemens, Alstom).
- Testing of measuring instruments, programming and calibration of power meters.
- Develop specifications and tenders for procurement of power systems and testing equipments.
- Analysis of technical specifications and commercial negotiations with vendors.
- Investigate electrical failures and plan proactive maintenance.
- Enhancing the quality performance of protection department through training and leading fresh engineers and technicians, this includes delegating task assignments and implementing quality improvement procedures.
- Ensure that safety rules and regulations are applied for the safety of people and system.

Dates : From Sep. 2007 till Sep. 2011
Job title : Founder & Managing Director of Craft-Select, Egypt
Job Description : Craft-Select was the first online platform in Egypt that provides Egyptians with shopping services and shipping solutions which enables them to buy online whatever they want from USA and have it delivered to their doorstep. Craft-Select had a huge demand and great success which made it boom.

Dates : From May 2010 till Mar. 2011 (part time)
Employer : YAT Learning Solutions – Mansoura, Egypt
Job title : Area Operations Supervisor
Job Description :

- Oversee, assign and review the work and operation of 5 branches (5 Governorates, no. of employees is 37).
- Carry out administrative activities, establish work priorities, delegate work to branches staff, and ensure deadlines are met and procedures are followed.
- Resolve work-related problems, assemble and analyze data and prepare periodic and special reports like KPI (Key Performance Indicator) of branches.
- Review branches learning schedules and procedures and co-ordinate activities with other work units or departments.

Dates : From Mar. 2007 till Jun. 2007
Employer : West Delta Electricity Production Co.

- Project** : Sidi Krir Power Plant (2x320MW)
- Job title** : DCS Operation Engineer
- Job Description** :
 - Worked in a team of 10 engineers and 10 technicians to sustain power plant performance and operation stability.
 - Monitor and operate computerized switchboards, boilers, generators, condensers and auxiliary equipment.
 - Monitor and operate desalination plant.
 - Monitor and visually inspect station instruments, meters and alarms to ensure transmission voltages and line loadings are within prescribed limits and to detect equipment failure, line disturbances and outages.
 - Issue work and test permits to electrical and mechanical maintenance personnel, and assist maintenance and technical personnel to locate and isolate system problems and assist during routine system testing.
- Dates** : From Sep. 2002 till Mar. 2007
- Employer** : Everest – Mansoura, Egypt
- Job title** : Co-Founder / Business Development Manager
- Job Description** :
 - Worked with 3 co-founders on how to grow the company and to shape the future of the company which made Everest one of the biggest companies for computers and networks in Mansoura City at that time.
 - Analyze competition and recommend strategic moves, develop & execute marketing plan.
 - Promote sales to existing clients, identify and solicit potential clients.
 - Provide clients with presentations on the benefits and uses of goods or services.
 - Assess clients' needs and resources and recommend the appropriate goods or services.
 - Estimate or quote prices, warranties and delivery dates.
 - Consult with clients after sale to provide ongoing support and problem-solving services.