

Holds a B. Sc. in Mechanical Power Engineering and has about 29 years extensive experience in the field of integrated energy solutions. Adept at business development, project management, strategy formulation and implementation, P&L management, customer relationship management, establishing performance management frameworks, change management, cost reductions, continuous improvement, multi-site operations, best practice implementation and leading large teams.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 04/03/1969
Gender : Male
Marital Status : Married
Residence : New Cairo

EDUCATION

: B. Sc. in Mechanical Power Engineering, Benha University, 1992

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet

TRAINING COURSES AND CERTIFICATIONS

: PMP - Project Management Professional, License # 1200471.
: OSHA General and Construction Safety, Cairo (Nov. 2019).
: Mentoring skills, Cairo (Feb. 2019).
: Leading with style, Cairo (Apr. 2018).
: Business management for engineers, KSA (Feb. 2012).
: Strategic management & business planning, KSA (Jan. 2012).
: Marketing management, KSA (Jul. 2010).
: How to develop competitive business plans, Germany (Jun. 2010).
: Successful selling, KSA (May 2009).
: Bid and proposal management, KSA (Nov. 2008).
: Presentation and facilitation skills, KSA (May 2008).
: Interpersonal communications skills, KSA (May 2008).

- : PMP - 35 contact hours, KSA (Feb./Mar. 2007).
- : Business managerial vocabularies, KSA (Nov. 2006).

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Sep. 2019 till now
- Employer** : El Sewedy Electric T&D Co.
- Project** : 220/22/22KV AIS Substation EPC subcontract under GIS at Al Sadat City
- Job title** : Project Manager
- Job Description** :
- Synthesize project information and establish project scope.
 - Develop and implement project execution plan.
 - Set project costs and productivity benchmarks.
 - Perform planning, executing, monitoring & controlling and closing with respect to scope, time, cost, quality, human resources, communication, and risk management.
 - Manage and control budget.
 - Develop good working relationships with stakeholders at all levels.
 - Lead and coordinate project teams effectively.
 - Solve critical issues in a time-sensitive environment.
 - Manage engineering developing, leading procurement, and construction.
 - Constant monitoring of critical paths cost and project progress.
 - Develop project progress report and invoices each month.
 - Monitor and control construction progress through construction manager.
 - Represent the contractor in project follow-up meetings with clients.
 - Enforce project quality plan through QA manager for all project related products.
 - Enforce HSE plan through Safety manager on all project sites.
 - Monitor and control subcontractors' performance and progress.

- Dates** : From 2017 till May 2019
- Employer** : El Sewedy Electric PSP Co.
- Project** : 400/132KV GIS 4 Substations EPC subcontract under Toyota Tsusho Corp. at Iraq
- Job title** : Program Manager
- Job Description** :
- Ensure that project goals align with the company's strategies and objectives.
 - Manage multiple projects at same time.
 - Develop and maintain high level of customer satisfaction.
 - Set monthly and yearly targets for each project.
 - Monitor and control projects progress and revenue on monthly basis.
 - Pay frequent site visits to check actual construction progress.
 - Perform manpower evaluation.
 - Cost effective operations of projects.
 - Review projects reports.
 - Set up team developing plan and training.
 - Maximize projects profits.
 - Set up recruitment plan for new projects.

Dates : From 2016 till 2017
Employer : Target Construction Co. – KSA
Project : Khafji – Tanajib Pipeline, Sour Gas handling and compression at Tanajib Plant
Job title : Project Manager
Job Description :

- 11 km of sour gas pipeline, 16” diameter, inside the gas plant.
- Gas compressor 9400 hp from Dresser-Rand.
- Air cooled heat exchanger.
- 5 pressure vessels.
- 3 in-line pumps 4.16KV.
- Electrical substation 110/13.8KV.
- Process interface building - PIB.
- Distributed control system - DCS from Honeywell.

Dates : From 2007 till 2015
Employer : Siemens – KSA
Job title : Senior Sales Engineer
Job Description :

- In charge of business development of energy services in central and eastern regions.
- Develop and implement a clear business strategy for expansion in order to achieve better market penetration and customer coverage.
- Screen potential business deals by analyzing market strategies, deal requirement, potential, and financials, evaluating options, resolving internal priorities.
- Portfolio: services and solutions for Transformers, switchgear, protection and control panels and relays, circuit Breker retrofit, switchgear replacement, electric networks engineering consultancy, services contracts, and spare parts.
- Main Customer: Saudi Electricity Company (SEC), SABIC, Saudi Aramco and SWCC.

Dates : From 2005 till 2007
Employer : Alfanar – KSA
Projects :

- Retrofit of Salboukh water plant substation 13.8KV
- Retrofit of Reyrolle 13.8KV switchgear for SEC in Riyadh area

Job title : Design Engineer
Job Description : Develop complete engineering package for MV switchgear retrofit projects as per Saudi Electricity Company - SEC standards and specifications.

Dates : From 1998 till 2004
Employer : S.E.T.S. – KSA
Projects :

- 100 m outdoor shooting range for King Abdulaziz military city in Tabuk
- 100 m indoor shooting range for King Khaled military city in Hafer Albatin
- Replacement of bullet traps and baffles for 2 outdoor shooting ranges in Qatar

Job title : Mechanical Design Section Head
Job Description : Direct engineering staff to develop complete engineering package for indoor / outdoor shooting ranges projects as per Saudi military standards and

specifications.

Dates : From 1995 till 1997
Employer : Mansour A. Al-Obaid Est. – KSA
Job title : Service Engineer
Job Description : Manage and execute operation & maintenance service contracts across Saudi Arabia:

- O&M of Diesel Generators of MOH in Madinah area.
- O&M of STC main office in Jubail.

Dates : From 1994 till 1995
Employer : Specialized Contracting Co. – Egypt
Job title : Site Engineer
Job Description : Supervise 4 technicians and 20 labors to execute heat insulation and aluminum cladding for HVAC systems, pipelines, refrigeration stores, and chemical factories.