

100222-MEC-1458DGVXYZ-E-2003
Engineering Unit Manager

Holds a B. Sc. in Mechanical Power Engineering and a two years Professional Program in Environmental Engineering/Management. Has over 17 years of experience in Detail Engineering, Business Development & Tendering of Power, Industrial and Oil & Gas Sectors. He joined EGYPTROL late 2011 and had previous wide experience in many firms such as PGESCO, SIEMENS / NEM – Dubai Offices & Air Liquide Egypt.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 01/10/1981
Gender : Male
Marital Status : Married
Residence : New Cairo

EDUCATION

- : B. Sc. in Mechanical Power Engineering, Ain Shams University, 2003
- : AUC Professional Program in Environmental Engineering/Management (250 hours in two years, from 2006 to 2008)
- : Secondary Education: BADR AL-ESLAM Language School, Cairo

LANGUAGES

Arabic : Native Language
English : Excellent
French : Fair

COMPUTER SKILLS

- : Windows, MS Office (Word, Excel, Power Point, MS Project), mac OS, Internet
- : Utilized, Managed and dealt with the following software:
 - Autodesk products / BIM (Plant 3D, Plant 3D P&ID's, MEP Revit, Advance Steel, Navisworks)
 - Tekla and Armacad
 - ETAP (electrical power system analysis)
 - Staad Pro and SAP for structural analysis
 - 3D modeling (Intergraph / CADWorx)
 - Aveva / E3D and PDMS
 - Hydraulic calculations software (pipe flow expert, elite, excel based "visual basic" calculation sheets)
 - Heat and mass balance diagrams "HMBD" and Water balance

- diagrams (Thermoflow / GT PRO and GT Master)
- Intergraph / CAESAR II for piping stress analysis

TRAINING COURSES AND CERTIFICATIONS

- : PMP Exam Preparation Course, CMCS Egypt (May/Jun. 2012).
- : Writing and Management Winning Proposals for Engineering Projects, AUC (Apr./May 2012).
- : Multiple soft skills, management, leadership, coaching and interpersonal skills intensive and workshop courses (2008 – 2020).
- : Strategic Management, IES Business (Jan. 2011).
- : Time Management – Franklin Covey Program (May 2010).
- : Customer satisfaction and retention, AMCHAM (Nov. 2009).
- : Pressure Vessels Design & Inspection (ASME VIII), Canadian International College (CIC) (Jan. 2008).
- : ASME B31.1 Code & Steam/Feed Water Systems Design, Bechtel/Pgesco (Jun. 2006).
- : Training on district cooling and cogeneration systems in JAPAN with Consukorra Co. (Oct. 2004).
- : Training on Gas Turbines in MHI factories in JAPAN with Consukorra Co. (Oct. 2004).
- : Summer trainings at:
 - Khalda Petroleum Co. – general training and information about maintenance of diesel generators and centrifugal pumps (Aug. 2000).
 - Cairomatic Co. – drawing engineering diagrams for piping and tanks using AutoCAD program (Aug. 2001).
 - Sperry Sun (a Halliburton Co.) – mud logging department (Jun./Jul. 2002).

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Oct. 2014 till now
- Employer** : THE ENERGY GROUP "TEG"
 THE ENERGY GROUP "TEG" is an independently owned professional services provider organization specializing in variety of energy and utility based services in the Arab Republic of Egypt and the Middle East Region.
www.eg-eg.net
- Job titles** :
 - TEG - Partner & Board Member
 - EGYPTROL - Engineering Unit Manager
- Job Description** : Reporting directly to EGYPTROL Managing Director. In that capacity, I am responsible for the following:
 - Participate in board/top management meetings in order to support development and implementation of TEG growth strategies.
 - Finding and developing new markets related to the detail engineering services for power, oil & gas and industrial sectors.
 - Develop new clients in accordance with EGYPTROL / THE ENERGY GROUP Strategies.
 - Assist the Managing Director in developing the sales strategy for

specific opportunities.

- Manage business development, proposals, engineering and projects disciplines related to EGYPTROL Engineering Unit.
- Manage execution of all Pre-bid and running engineering projects.
- Briefly, I had managed securing and executing successfully the following detail engineering projects (Sample / not all projects):
 - El Sewedy – PSP - Al Layyah CCPP Small Bore Piping design (1000MW).
 - GE Grid – Toborouk 400KV S/S.
 - GE Grid – Cairo west 500KV S/S temporary extension.
 - Orascom – Pre bid support – Baiji 3 x SGT800 50MW simple cycle power plant.
 - Korra Energi - EPC of Gas Compression Plant at Badr El Din 1 Field.
 - UNATRAC - DORC Genset PP – Lagos, Nigeria (1x14.5MW).
 - Mantrac - CHP Biogas Genset PP (5x2MW).
 - El Sewedy – PSP - Assiut CP-118 Small Bore Piping design (1x650MW).
 - Sapesco - ANRPC steam blow.
 - REPLACEMENT & REHABILITATION OF THE BOILER FEED PUMPS FOR ABU SULTAN POWER STATION UNITS 1,2, 3 and 4 (4x150MW).
 - Unatrac - Sokoto Nigeria 30MW Diesel Plant.
 - SDX & Upstream Advisors - Meseda Field (oil facility 20,000 BPD).
 - EMC - Petrosannan 2 Gas Compressors (2 x 5 MCFD).
 - EMC - WEPCO 2 Gas Engines (2x2.5MW).
 - Abu Qir REPLACEMENT & REHABILITATION OF THE BOILER FEED WATER PUMPS FOR Unit (2 & 7).
 - Airliquide - Sidpec CO2 Plant.
 - Airliquide - JUSHI Sokhna VSA (GOX plant).
 - AL FARFRA DIESEL POWER STATION (MAN 4x4MW).
 - SHOUBRAH EL-KHEIMA POWER STATION – REPLACEMENT & REHABILITATION OF THE FIRE FIGHTING NETWORK.
 - AMERICAN EMBASSY IN IRAQ STAND BY GENERATORS (10x1MW).
 - JABAL OMER DEVELOPMENT PROJECT – MAKKAH MUKARRAMAH K.S.A (DCP 10,000TR EXTENSION).
 - Arab Contractors / TENDER OF AL-SHABAB AND WEST DAMIETTA POWER PROJECT PHASE II CONVERTING EXISTING SIMPLE CYCLE TO COMBINED CYCLE (3x250MW).
 - Arab Contractors / (TENDER OF SOUTH HELWAN SUPERCRITICAL THERMAL POWER PLANT (3x650MW).

Dates : From Dec. 2013 till Oct. 2014
Employer : NEM Energy BV / SIEMENS (Dubai Office)
Job title : Area Sales Manager (KSA & EGYPT)
Job Description : Located in Dubai and report directly to NEM "Dubai Office" Managing Director. In that capacity, I was responsible for the following:

- Establish and maintain key relationships with the assigned clients at all levels by performing bi-weekly visits to the above mentioned markets.
- Develop new clients in accordance with NEM / SIEMENS strategies.
- Assist the Managing Director in developing the sales strategy for specific opportunities.
- Prepare Strategy to Win "STW" for potential bids.
- Participate in Bid – No Bid meetings.
- Assist Netherlands tendering and engineering team in preparing technical and commercial proposals for potential bids.

Dates	:	From Dec. 2011 till Dec. 2013
Employer	:	THE ENERGY GROUP "TEG" / EGYPTROL
Job title	:	Business Development Manager / Proposals Specialist
Job Description	:	<ul style="list-style-type: none"> • Reporting directly to THE ENERGY GROUP Board of Directors. In that capacity, I was responsible for the following: <ul style="list-style-type: none"> - Achieve commercial, prequalification and development efforts according to the company's strategy. - Know and establish key relationships with the assigned clients at all levels. - Carry out full market prospection (clients, suppliers, competitors and products). - Develop new clients in accordance with the strategy and the prospection plan. - Position THE ENERGY GROUP and its affiliated companies with the clients to increase our chances of winning new Projects. - Assist the Board of Directors in developing the sales strategy for specific opportunities. - Assist the Board of Directors in clarification and negotiation meetings with the clients. - Receiving, studying tender documents, and preparing the technical and commercial proposals for overseas power plant projects in association with the EPC contractors bidding in these projects. - Preparing preliminary equipment & piping sizing calculations, preliminary P&ID's, Preliminary mechanical BOQ's and performance specifications for the purpose of bottom-up cost estimation for overseas power plant projects in association with the EPC contractors bidding in these projects. - Obtaining budgetary quotations from suppliers for the purpose of supporting the EPC contractor in the bottom-up cost estimation process for overseas power plant projects. - Preparing detailed technical and commercial EPCM proposals for overseas power projects including man month calculations. - Preparing detailed technical and commercial proposals for providing commissioning services for EPC contractors for power projects including man month calculations. - Preparing detailed technical and commercial proposals for providing erection services for power projects, substations and industrial projects through EGYPTROL affiliated companies. • Briefly, I had participated on the following projects as the Proposals

Specialist:

- Azura, Nigeria, 450MW (4x125MW) Gas Turbine Simple Cycle Power Plant.
- Nouakchott, Mauritania, 120MW (8x15MW) Diesel Power Plant.
- Samawa, Iraq, 450MW (4x125MW) Gas Turbine Simple Cycle Power Plant.
- Qurayyah IPP, KSA, 4000MW Combined Cycle, Commissioning and operation services to Samsung C&T.
- Marsa Matrouh Desalination Plant 24000 m3/day, electromechanical erection services.
- Diwania, Iraq, 450MW (4x125MW) Gas Turbine Simple Cycle Power Plant.
- Note: We had succeeded to allow the EPC contractor that had participated in Diwania project bid to win the project (lowest price and technically accepted).

Dates : From Jan. 2011 till Dec. 2011
Employer : PSP (Power System Projects) – Subsidiary of EL-SEWEDY ELECTRIC
Job title : Mechanical Team Leader / Technical Office Manager
Job Description :

- Responsible for all mechanical engineering work related to turnkey power projects.
- Leading the mechanical team for preparing and issuing all mechanical and piping engineering work (Preliminary design, basic design, equipment sizing and calculation reports, P&ID's, equipment specifications, 3D plant modeling, Isometrics drawings, equipments procurement / technical evaluation and detail design) for in hand power projects such as:
 - Cameroon 40MW Power Plant (three sites in three different cities) was successfully commissioned, started up and synchronized to the Cameroonian grid on Jan. 2012).
- Giving the mechanical support for the tendering team for all foreseen future projects.
- Technical Office Manager for CP-118 package (mechanical balance of plant) for Abu Qir Thermal Power Plant 2x650MW at Egypt (6 months assignment).

Dates : From Nov. 2008 till Jan. 2011
Employer : Air Liquide Egypt
Job title : Project Engineer & Senior Mechanical Engineer
Job Description :

- Responsible of air separation units / industrial gases projects, starting from the phase of engineering design for mechanical Balance of plant BOP (Preparation of Calculation reports, P&ID's, Specifications, plant design drawings, etc.) passing by the phase of equipments purchasing and ending with the construction, commissioning and start-up.
- Participated on delivering to the owner four successfully commissioned and started up air separation units / industrial gases projects in Egypt and participated on other two engineering design projects for mechanical BOP of air separation units and backup systems at SYRIA:
 - Silpa 140 O2 and N2 industrial gases plant for egyptian market.

- Sigma O2, N2 and Air industrial gases plant for EZDK Company at Alexandria, Egypt.
- APSA N2 and Electrolyzer H2 industrial gases plant for Saint Gobain Glass Company at Soukhna, Egypt.
- Sigma O2, N2 and Air industrial gases plant for TCI Chemical Company at Port Said, Egypt.

Dates : From Jan. 2005 till Oct. 2008
Employer : PGESCO. (Power Generation Engineering and Services Company)
Job title : Mechanical Design Engineer
Job Description :

- Responsible for preparing equipment sizing calculations reports, P&ID's, specifications and evaluation reports of pumps, tanks and other various systems and equipments installed at power plants according to international standard codes (specially for CP-118 (Mechanical Balance of Plant Package), PO-109 (Circulating, Service and Raw Water Pumps Package) and CP-107 (Field Erected Tanks Package)).
- Mechanical RE (Mechanical Responsible Engineer) of CP-118, PO-109 & CP-107 packages for EI-Tebbin 2x350MW Thermal Power Plant and part of Cairo North II 750MW Combined Cycle Power Plant.

Dates : From Mar. 2004 till Jan. 2005
Employer : Consukorra Co. (Mitsubishi Heavy Industries)
Job Description : Technical Advisor for Cogeneration systems, Mitsubishi diesel generators and Mitsubishi absorption chillers.

Dates : From Aug. 2003 till Mar. 2004
Employer : BMW (Tech. Service Center)
Job Description : Workshop Engineer