

Holds a Diploma in Industrial Electronics and a B. Sc. in Mechanical Power Engineering. Has over 15 years hands-on experience, mainly working in maintenance and construction but also in sales. Expert in rotating equipments (Gas & Steam Turbines and Compressors). Familiar with the Oil & Gas and Power & Water markets and requirements. Great in planning, manage pressure at work, team player. Responsible of products and service sales and annual maintenance agreements with end-users in Saudi Arabia and Egypt.

## PERSONAL DATA

Nationality : Egyptian  
Birth Date : 13/10/1978  
Gender : Male  
Marital Status : Married  
Residence : Alexandria

## EDUCATION

: B. Sc. in Mechanical Power Engineering, Alexandria University, 2003  
: Diploma in Industrial Electronics, Industrial Technology Institute, 1997  
: Secondary Education: Mubarak Military School, 1995

## LANGUAGES

Arabic : Native Language  
English : Very Good  
German : Good

## COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet  
: AutoCAD (2D and 3D Solid Modeling)

## TRAINING COURSES AND CERTIFICATIONS

: Project Management Professional (PMP) (42 hrs).  
: OSHA Training (30 hours Occupational Safety and Health course) and OSHA #500 Construction Industry Safety & Health (29 CFR 1926), 2 weeks (from Dec. 2009 till Jan. 2010).  
: Off-shore training by Mitsubishi Heavy Industries Ltd. (Takasago Machinery works) in Japan for Maintenance of Gas Turbine and Auxiliaries for M701F.  
: Off-shore training by Mitsubishi Electric Corporation in Japan for Maintenance of Generator and Auxiliaries.  
: Steam turbine maintenance (2 weeks), Abu Qir Training Center (2005).

- : Combined Cycle Course (2 weeks), Abu Qir Training Center (2007).
- : On-shore training in Sidi Krir Power Station for construction and maintenance of Gas Turbine and Auxiliaries by MHI (MITSUBISHI HEAVY INDUSTRIES LTD.) and construction and maintenance of Generator and Auxiliaries by MELCO (MITSUBISHI ELECTRIC CORPORATION).
- : Industrial Moharrem Press Company (General Maintenance) (2001).
- : Internal Combustion Engine Laboratory, Alexandria University (Petrol Engine) (2002).
- : Fluid mechanics and Hydraulic Laboratory, Alexandria University (2002).
- : Heat Laboratory, Alexandria University (2001).
- : Al-Maamora Training Center (Diesel engine) (2003).
- : 3D Solid Modeling Certificate awarded by Faculty of Engineering (2003).
- : Certificate awarded by Ministry of Agriculture Training Center for repair and maintenance of Diesel engines (2003).
- : Certificate by Industrial Technology Institute – Industrial Electronics (Jun. 1997).

## CHRONOLOGICAL EXPERIENCE RECORD

**Dates** : From Sep. 2018 till now  
**Employer** : NIHON KOSO CO. LTD - KOSO PARCOL S.P.A.  
**Job title** : Area Sales Manager

**Dates** : From Mar. 2016 till Aug. 2018  
**Employer** : NIHON KOSO Company, Tokyo – Japan  
**Job title** : ME Aftersales and Service Manager  
(Egypt, Saudi Arabia, Iraq & Kuwait)  
**Job Description** :

- Responsible for developing business for CONTROL valve product lines to the Oil & gas companies (Linde Jubail Industrial Gases Factory LLC, Saudi Basic Industries Corporation (SABIC Affiliates), National Petrochemical Industrial Company (NATPET), National Industrialization Company (TASNEE), Yanbu Aramco Sinopec Refining Company (YASREF) Ltd. & Power Generation Companies (Saudi Electricity Company (SEC), Egyptian Electricity Holding Company (EEHC)).
- Develop and maintain relationship with customers and key accounts.
- Develop excellent working relationships with the different departments, product engineers, manufacturing and the established sales network.
- Managing the Customer Service in the selected regional area as an economic unit with a process oriented organization.
- Report directly to the Service Country Head. Maintain highest customer satisfaction incl. profitability in particular within the framework of KOSO, Customer Services.
- Focus in plant level activities including field service, trouble shooting, spare parts, upgrades, retrofits and competitors replacements for Egypt, Saudi Arabia and Iraq.
- For Kuwait, responsible for these activities for all industries including Power Plant but except Oil & Gas.

- Dates** : From May 2012 till Apr. 2015
- Employer** : Motafani Trading and Contracting Company, Al-Khobar – KSA
- Job title** : Sales Manager
- Job Description** :
- Agent for Shin Nippon Machinery Co. LTD., Kobe Steel LTD. and KOBELCO Compressors America Inc.
  - Responsible for supply of all rotating equipment (pumps, steam turbines, compressors and its spares) to the Oil & gas and industrial gases companies (Saudi Arabian Oil Company 'ARAMCO', Linde Jubail Industrial Gases Factory LLC, Saudi Aramco Mobile Refinery 'SAMREF', Saudi Aramco Shell Refinery 'SASREF', Saudi Aramco Lubricating Oil Refinery 'LUBEREF', Saudi Chevron Philips 'S-Chem', Saudi Basic Industries Corporation 'SABIC Affiliates', GAS National Industrial Gases Company, Saudi Aramco Total Refinery 'SATORP', National Petrochemical Industrial Company 'NATPET', National Industrialization Company TASNEE, Yanbu Aramco Sinopec Refining Company (YASREF) Ltd., Saudi International Petrochemical Company 'SIPCHEM'). Sell and market Gas & Process Centrifugal Compressors, Reciprocating Compressors & Screw Compressors. Develop and maintain relationship with customers and key accounts.
  - Direct the sales force to achieve sales and profit goals through market penetration.
  - Analyze market potential for new products and applications.
  - May recommend product or service to improve customer satisfaction and sales potential.
  - Manage multiple areas and adjusts sales goals and procedures for each area.
  - Handling periodical visits & presentations to the Customers/End users to update customers with new products and developments, collect market info and customer requirements, handling & solving any pending issues.
  - Responsible for preparing yearly budgets and planning.
  - Frequent visits to the decision-makers of customers and business partners to cultivate relationships (Preliminary acquisition).
  - Responsible for all proposals through evaluating competitors strengths & weaknesses, customer requirements, then prepare best competitive quote, negotiate with customer till issuing Purchase Orders (PO) and ensure delivery and profit margin are achieved.
  - Review Proposals and Costing, Transfer information provided in team meetings to the engineering organization.
  - Prepare related documents for customers meetings.
  - Prepare related documents for customer and consortium meetings, represent and negotiate own scope, Prepare comments to customer specification.
  - Coordinate supporting engineering units in accordance with project specific requirements.
  - Ensuring customers satisfaction by arranging and attending meetings between the clients' and the manufacturers' representatives, and strengthen the bonds to maintain future business.
  - Developing and delivery of products demonstrations, Conveying customer requirements to the management team.
  - Proven sales experience.
  - Sales experience with oil and gas sectors in the compressor market via

either technical sales or hands-on experience.

- Good verbal and written communication skills both in English and Arabic.
- A team player who can coordinate the efforts of a team to achieve sales targets.
- Technical knowledge of compressed air products and applications.
- Good communication skills and computer literate.
- Parts and services marketing knowledge and good negotiation skills.

**Dates** : From Sep. 2011 till Mar. 2012  
**Employer** : Industrial & Management Technology Methods, Al-Khobar, Saudi Arabia  
**Project** : Jeddah Training Center (Saudi Electricity Company)  
**Job title** : Instructor  
**Job Description** :

- Responsible for preparing curriculum courses with the Head Training Division in Main branch in Dammam.
- Responsible for preparing and giving mechanical maintenance courses to Saudi students to prepare them for working in power generation plant belongs to (Saudi Electricity Company).Also short courses to the employees in (Saudi Electricity Company) according their annual plan of training in the (Saudi Electricity Company).

**Dates** : From Mar. 2007 till Sep. 2011  
**Employer** : West Delta for Electricity Production Company (WDEPC)  
**Project** : Sidi Krir Combined Cycle Power Plant (750MW)  
**Job title** : Project Field Engineer – Construction and Maintenance  
**Job Description** :

- Reading and reviewing the tender document, the offers and joining the evaluation of tenderers to determine if the tenderer meets or exceed the requirements set in the specification.
- Transfer information provided in team meetings to the engineering organization and Review Proposals and Costing.
- Review Proposals and Costing, prepare comments & prepare related documents for meetings, represent and negotiate own scope.
- Manage, record and review the documents and drawing sent by the successful contractors with specifications.
- Prepare customer focused, competitive and innovative proposals. Negotiate with customer / consortium partner successfully and transfer bid into order.
- Analyze customer specification and elaborate optimized solutions in line with project specific proposal strategy.
- Drive actively interdisciplinary solutions in order to provide competitive bid. Continuous development of opportunities within own area of responsibility to improve the winning chances of the bid.
- Follow up the monthly progress reports to see the activities are going with the schedule or there is a delay, and change notices status and make weekly report, checking quality of products/services and project execution.
- Prepare related documents for customer and consortium meetings, represent and negotiate own scope.
- Construction:
  - Follow up the unloading of the heavy equipments for the

Combustion Turbine Generator Unit 1 & 2 (Starting Unit, Generator and the Turbine M701F) by using lifting device max load 500 tons (SARENS Co.).

- Manage paperwork related to contracts (Change Notices, reviewing the Owner & Contractor spare parts lists and prepare proposal for it).
- Adjusting for the centering and leveling the heavy equipments.
- Following and supervising the installation activities of the heavy equipments and auxiliaries (lube oil system, seal oil system, control oil system, cooling and bleeding air system, fuel gas system, fuel oil system, water injection system, inlet air system, exhaust gases system).
- Following and supervising alignments between the Turbine and Generator, Generator and Starting Unit and the equipment related to the starting Unit (Turing gear, torque converter & Auxiliary gear).
- Following and supervising alignments for the (horizontal centrifugal, piston, screw, vertical) pumps and centrifugal fuel gas compressors.
- Following the Penetration test for the piping, pressure test and leak test.
- Make walk down for checking the piping and equipment for all systems and prepare punch list.
- Following and supervising the installation activities of the intake air filter, inlet air duct, exhaust duct, bypass damper and bypass stack.
- Following and auditing the activities concerning Gas turbine and auxiliary equipment inspection and maintenance.
- Rotary Equipment Installation and Erection Activities.
- Filter elements replacement procedure for miscellaneous filter types.
- Pressure test control and documentation.
- Oil filling and Flushing.
- Pipe Cleaning and Air Blow.
- Following the erection activity of the Steam Turbine Ansaldo RT30C 250MW and lifting procedure of the heavy equipment (HP Turbine, IP Turbine, LP Turbine and the Generator).
- Commissioning and Start-up:
  - Following the Heat run for electric motor with no load and with load coupled with its equipment, flushing, oil analysis, and run out, final walk down, checklist and performance test.
  - Following the equipment performance and carryout the preventive maintenance according to manufacture operation and maintenance manual instructions.
  - The project now is in the warranty period: The Combined Cycle, Gas Turbines (2x265MW) and the Steam Turbine (1x266MW) now are in commercial operation.
  - Supervise and check vibration analysis using: Schenk Vibroport 41 and brüel & Kjaer Vibro (VIBROTEST 60) device.
- Attend as a member of overhaul team to supervise and carry out the activities of combustor inspection after 8000 EOH for the two gas turbines under MHI team supervision through LTSSA Long Term service and Supply Agreement (changing 20 combustor and 20 transition piece, clean and test fuel nozzles) and followed the NDT (Visual Inspection and Penetrate Inspection).
- Attend of overhaul team to supervise and carry out the activities of

turbine inspection after 1600 EOH for two gas turbines with MHI team (changing 20 combustor and 20 transition piece, clean and test fuel nozzles) and followed the NDT (Visual Inspection and Penetrate Inspection), also changing the 1<sup>st</sup> & 2<sup>nd</sup> rows of blades and vanes in gas turbine#1 and changing the 1<sup>st</sup> & 2<sup>nd</sup> vanes and the four rows of blades of gas turbine #2.

**Dates** : From May 2005 till Feb. 2007  
**Employer** : West Delta for Electricity Production Company (WDEPC)  
**Project** : Sidi Krir Power Plant  
**Job title** : Maintenance Engineer  
**Job Description** :

- Supervise and check the preventive maintenance work and repair for rotary equipments and pumps in utilities scope during normal operation and plant shut down, inspections and repair work for static equipments, to insure reliable operation in proper conditions.
- Maintenance schedules, repair work and condition monitoring for barrel type feed water pumps, axial split/multi stage condensate pumps, axial split circulating water pumps KSB, sump pumps GOLDIES.
- Condenser water box rubber coating, debris filter rotating parts and structure.
- Equipment alignment and with driver and final alignment check.
- High and low pressure valve internal parts inspection.
- Maintenance schedules for overhead crane (Kone Crane) according to manual.
- Periodical check for the ware house to insure spare part stock available and in good storage conditions.
- Inspection of supplied spare parts and insures that spare according to size and technical specification stated in contract amendment.
- Overhaul for centrifugal air compressor 2 stages Ingersoll-Rand (CENTAC).
- Overhaul for reciprocating compressor (Hydrogen Compressor) 4 stages Comp Air.
- Fair knowledge in using Boro-scope (Olympus) to check turbine blades.

**Dates** : From Oct. 2004 till May 2005  
**Employer** : West Delta for Electricity Production Company (WDEPC)  
**Project** : Sidi Krir Power Plant  
**Job title** : Operation Shift Engineer  
**Job Description** : Control Room operating and responsible for controlling and changing over the boiler (Babcock & Wilcox) equipment and auxiliaries that serving the boiler and turbine and Natural gas and oil (Mazout) firing from DSC (Distribution Control System) 2x320MW.

**Dates** : From May 2004 till Oct. 2004  
**Employer** : Misr Al-Amria Spinning and Weaving Company  
**Job title** : Maintenance Engineer (Site Engineer)  
**Job Description** :

- Maintenance of pumps and compressors Atlas Copco & Comp Air (Screw type).
- Daily monitoring the compressors data to evaluate the performance and

efficiency of the compressor and power consumption.

- Make maintenance for the fire fighting centrifugal pumps and checking the fire fighting system and water network from any clogging periodically by testing it by false alarm.

**Dates** : From Jul. 2003 till Apr. 2004  
**Employer** : German Group Company (Engineering Service)  
**Project** : Central Air Conditioning of Mall  
**Job title** : Executive Engineer  
**Job Description** :

- Calculating the materials from the drawings that be used in the project.
- Dealing with the trades people in buying the materials.
- Supervise the construction of installing the air conditioning network and its auxiliaries.