

Holds a B. Sc. in Mechanical Power Engineering, two Diplomas in Project Management Professional (PMP) and MBA in Project Management. Has over 21 years hands-on experience in operation, construction, commissioning, project management, contract management and tenders preparation with a highly successful background in the achievement of all required tasks related to power plants, electro-mechanical and petrochemical projects.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 01/09/1979
Gender : Male
Marital Status : Married
Residence : Currently KSA

EDUCATION

: B. Sc. in Mechanical Power Engineering, El-Minia University, 2000
: Diploma in Project Management Professional (PMP), Regional IT Institute (RITI), 2009
: Advanced Diploma in Project Management Professional (PMP), Cambridge Training College (CTC) approved from UK Training Association, 2009
: Mini MBA, Missouri State University, College of Business Administration, USA, 2010
: MBA in Project Management, Kingslake University, USA, 2014
: DBA – Doctorate of Business Administration – University of Leeds – UK, 2016

LANGUAGES

Arabic : Native Language
English : Fluent
French : Fair

COMPUTER SKILLS

: Windows, MS Office, Internet
: SAP / Oracle for Business / Maximo - Primavera / MS Project - BMS (Brilliant Manufacturing Suite) - AutoCAD

TRAINING COURSES AND CERTIFICATIONS

: Change Management.
: Presentation Skills.

- : Finance for Non-financial Managers.
- : Engineering and Plant Design (Bechtel University).
- : Project Controls (Bechtel University).
- : Financial Status Reports (Bechtel University).
- : Risk & Opportunity Management (ALSTOM University).
- : 8D Leader / Champion (ALSTOM).
- : Embedding Strategic Excellence (Exec Online).
- : Front Line Manager (GE).
- : Becoming a Digital Industrial Leader (GE).
- : Marketing Management.
- : HR Management (HRM).
- : Communication Skills.
- : Management Information System (MIS).
- : Six Sigma (GE).
- : Leadership and Management Skills.
- : Contract Management (Bechtel University).
- : Applied Situational Leadership (ALSTOM).
- : Authentic Leadership Presence (Berkely Executive).
- : Leading Innovation using 3-Box Solution (EMERITUS).
- : Business Strategy (McKinsey Academy).
- : Disruptive Strategy (Harvard Business School).
- : Powering Digital Value Chains (Stanford).
- : Delivering Customer Impact (GE Crotonville).
- : E-learning Courses successfully completed at Bechtel University (2007 - 2009):
 - Project Management & Control Division:
 - "Anatomy of a Project Bid-No Bid" Course PM128.
 - "Anatomy of a Project-The Deal" Course PM136.
 - "Client Relations" Course PM133.
 - "Project Baseline" Course PM132.
 - "Risk Management" Course PM134.
 - "Roles and Responsibilities of the Prime Contract Administrator" (PCA) Course CTR213.
 - Engineering Division:
 - "Engineering Planning & Controls" Course ENG2009T.
 - "Engineering Planning" Course ENG2009A.
 - "Engineering Services Budget" Course ENG2009B.
 - "Engineering Scheduling" Course ENG2009C.
 - "EPPR Overview & Implementation" Course ENG2009D.
 - "Engineering Quantity Estimating" Course ENG2009E.
 - "Engineering Work Process Control" Course ENG2009F.
 - "Pollution Control (Boiler Plants): The Environment" Course SGPF1901.
 - "Pollution Control (Boiler Plants): Particulate Removal Equipment"

- Course SGPF1902.
- "Engineering Department Procedures 1" Course ENG240.
- "Engineering Department Procedures 2" Course ENG241.
- Construction & Start-up Division:
 - "Basic Labor Relations" Course CON225.
 - "Construction & Start-up Test" Course ENG2014T.
 - "Testing/Commissioning and Initial Operations Technical Program" Course STCP22800.
 - "Water Flow Balance Testing" Course STCP16301.
- Six Sigma Package:
 - Introducing Six Sigma at Bechtel: Six Sigma for Competitive Advantage" Course SSB123.
 - "Introducing Six Sigma at Bechtel: Six Sigma Components" Course SSB124.
 - "Introducing Six Sigma at Bechtel: Six Sigma Roles and Responsibilities" Course SSB125.
- Plant Design & Piping Division:
 - "Organization Charts & Discipline Responsibilities" Course PDE154.
 - "Work Process Flow Diagrams" Course PDE155.
 - "Interfaces and Deliverables" Course PDE156.
- : On-job training (Mech./Elec.) for EI-Kureimat II 750MW Combined Cycle Power plant by SIEMENS in EI-Kureimat Training Center (Mar./Apr. 2007).
- : OH&S Induction Training at DEWA Headquarter-Dubai (Nov. 2006).
- : Westinghouse Distributed Processing Family "WDPF" Course for Operating Control System (DCS) for EI-Kureimat Steam Power Plant in Simulation Center (Nov./Dec. 2003).
- : Operating Course for EI-Kureimat 2x627MW Steam Power Plant in EI-Kureimat Electrical & Mechanical Training Center (from Jul. till Oct. 2003).
- : Planning and Scheduling Course with "Primavera" in Hassan M. Allam Sons Company (Apr. 2003).
- : Operating and Maintenance of various production lines in Delta Industrial Company (IDEAL) – Almaza Factory (Aug. 1999).
- : Operating and Follow up of Mechanical Systems in New-Minia Water Plant (Jul. 1999).

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Sep. 2017 till now
- Employer** : General Electric (GE) : General Electric Saudi Advanced Turbines (GESAT) - Saudi Arabia
- Job title** : Senior Director - Engineering & Project Management & Acting COO
- Job Description** :
 - Leading - first of a kind in middle east region - the manufacturing program for GE Advanced Gas Turbines and Skids, including HGP parts post cast process with main focus on H-Class, based in Dammam, Saudi Arabia. Investment value (\$300M). Full accountability for P&L in front of CEO and BoD. Acting assignment as COO.

- Lead and partner with cross-functional team to create Business Development Plans, Market Strategies, and Feasibility Studies.
- Lead commercial operations and contracts teams and partner with Sales teams for all mega deals structuring and management.
- Partnership with GE Renewables and LM Wind Power to create a localization roadmap for Wind Farms commodities manufacturing to serve regional expansion and projected mega projects, including feasibility studies, business plans, engineering requirements, CAPEX investment, resources training, and knowledge transfer.
- Leading engineering team to work with CoE (USA, Germany, France, Switzerland) for complete knowledge transfer of products know-how, manufacturing processes, engineering method statements and work procedures.
- Building and iterating the business plan for all products with including all financial scenarios, and P&E budgets including CAPEX and OPEX.
- Due to market changing dynamics, developed a new strategy refocusing on less volume vs BP but increasing profit for 2 consecutive years.
- Penetrating new market segment beyond original BP especially in O&G downstream, GT13E2, TM2500, and Steam Turbines.
- Restructuring the organization by optimizing headcounts, reducing operating cost by 20%.
- Creating a robust supply chain strategy and agreements with global and local suppliers reducing base materials cost by 15%, and renegotiating T&Cs to enhance cash flow and financial balance.
- Implementing digital manufacturing concept through adopting Lean processes, Brilliant Factory, and digital platforms (i.e. Predix, APM, BMS).
- Leading the organization ISO certification (QMS) and qualification with two main customers in Saudi (ARAMCO & SEC).
- Identifying CTQ and CTC strategy focused on value chain offering to customers.
- Ensuring smooth technology transfer across multiple organizations, and commitment to localization targets for Saudi market, exported (140) skids (modularized systems) locally manufactured in Saudi Arabia to North America, South America, and Asia.
- First locally manufactured Gas Turbine in Saudi Arabia (Waad Al Shammal) and first High Tech HGP manufacturing of 6B and 7E Nozzles.

Dates	:	From Mar. 2015 till Aug. 2017
Employer	:	GE Oil & Gas – KSA
Job titles	:	Senior Product Lines Leader / OTR Leader (Engineering & Project Management) - MENAT & SSA Region
Job Description	:	<ul style="list-style-type: none"> • Leading engineering and project management team (OTR) for downstream technology solutions business (DTS) for new units, and upgrades projects. Portfolio backlog value (\$2B) with full accountability for P&L. • Lead and create Business Development Plans to target markets and customers. • Partnering with other product companies to identify synergies and provide customers with comprehensive solutions packaging different

products & services.

- Leading a task force of engineering and execution teams to identify major defects in materials delivery using a lean project resulted in reducing defects by 45%.
- Achieved productivity and margin growth for 8 consecutive quarters by 10-15 points versus operating plan.
- Fulfillment of Customer satisfaction and CWD for 95% of projects deliverables with minimum level of deviations.
- Large products footprint including 55 active projects in 16 countries.
- Leading supply chain & engineering strategy to cost-out products resulting in increasing win rate of opportunities from 30%-40%, and growing volume from \$1.2B to \$2B between 2015-2017.
- Helped the organizational transformation model to strengthen the regional teams.

Dates : From Feb. 2013 till Feb. 2015
Employer : ALSTOM Power – Dubai, U.A.E
Job title : Director - Engineering & Project Management
Job Description :

- Leading engineering and project management teams for execution of GToOEM projects (new units, services, and repairs).
- Lead and partner with CoE to create and execute Business Development Plans for target products and customers.
- First breakthrough in ME region for ALSTOM as oOEM service provider with DEWA and GASCO in UAE, IFC in Iraq, and Al Ghubra in Oman.
- Productivity and margin improvements of projects by \$12M in 2014.
- Applied reverse engineering and offering competitive products and services on OOEM Gas Turbines.
- Develop a go to market strategy along with sales and marketing teams to ensure customers awareness of products and services capabilities.
- Lead and implement QMS initiatives, and lean projects to improve processes, lead time cycle, and suppliers qualification.

Dates : From May 2011 till Jan. 2013
Employer : Saudi Services for Electro Mechanic Works Co. Ltd. (SSEM) – KSA
Job title : Senior Projects Manager
Job Description :

- Building a team for leading and execution of first two power generation Turn Key projects awarded to the company by SEC as an EPC at Al Qurayyat and Rafha. Projects value (\$820M).
- Projects scope included Design, Engineering, Procurement, and Construction of all products and Power elements (Generation, Transmission, and Storage).
- OTD for major contractual milestones.
- Saving \$5M from estimated budget by end of projects completion.
- Acquiring and developing talents to lead future projects.
- Developing a sourcing strategy to achieve projects profitability through specific suppliers agreements.

Dates : From Feb. 2007 till Apr. 2011
Employer : Power Generation Engineering and Services Company (PGESCo)

- Project** : El-Kureimat II (750MW) Combined Cycle Power Plant:
- Phase 1: Combined cycle consisting of 2x250MW Natural Gas/Light Oil Fired Gas Turbines (Siemens SGT 5-4000 F (V94.3A2)), 2 HRSG (CMI/Skoda) and 1x250MW Steam Turbine (Hitachi) with all associated auxiliaries and Water Treatment Plant.
 - Phase 2: Combined cycle consisting of 2x250MW Natural Gas/Light Oil Fired Gas Turbines (G.E MS9001 FA), 2 HRSG (CMI/Initec), 1x250MW Steam Turbine (ALSTOM) with all associated auxiliaries.
- Job titles** : Lead Start-up & Commissioning Engineer / Lead Contracts Manager
- Job Description** :
- As part of consultant services contract, leading all major subcontractors for completion of all commissioning and start-up activities for El-Kureimat II & III 2x750MW CCPP project until COD. Project value (\$1.2B), including Solar Modules, HRSG, GTs, and Steam Turbines.
 - Leading contracts management for all packaged contracts (CP-102, CP-103, CP-105, ..., CP-118) for Al Ain Al Sokhna 2x650MW Supercritical power plant project of a value (\$1.1B).
 - Achieved 5 millions man-hours without LTI.
- Dates** : From Jan. 2005 till Jan. 2007
- Employer** : Dubai Electricity & Water Authority (DEWA)
- Project** : Jebel Ali E-Station Power Plant – Dubai (U.A.E.)
Consisting of 5 Gas Turbines, 2 Steam Turbines & 4 Desalination Plants.
- Phase 1: Combined cycle consisting of 3x100MW Gas Turbines (G.E), 3 Waste Heat Boilers (KHIC), 4 Desalination Plants (28 MIGD), 2 Auxiliary Boilers and 1x58MW BPST.
 - Phase 2: Combined cycle consisting of 2x110MW Gas Turbines (GE), 2 HRSG (Italian Combustion Engineering), 1x112MW Steam Turbine.
- Job title** : Operation Engineer
- Job Description** : Responsible for reliability and availability of E Station Combined Cycle power plant which is part of Jebel Ali Power Complex, including implementation of all operation procedures, LOTO, and EHS metrics.
- Dates** : From Jul. 2003 till Jan. 2005
- Employer** : Egyptian Operating and Maintenance Power Company (EOMPC)
- Project** : El-Kureimat I (2x627MW) Steam Power Plant:
Thermal Power Plant consisting of 2x2063 Ton/Hr MCR Natural Gas/Heavy Oil Fired Steam Generators (Babcock & Wilcox) and 2x627MW Steam Turbines (GE).
- Job title** : Operation Engineer
- Job Description** : Operation of ElKureimat 2x650MW Thermal Power Plant including Fired Boilers, Steam Turbines, BOP, Water Treatment, and Fuel Handling systems.
- Dates** : From Dec. 2000 till Jun. 2003
- Employer** : Misr Sons Development S.A.E. (Hassan M. Allam Sons Co.)
- Job titles** : Mechanical & Piping Engineer / Commercial Bidding Engineer
- Job Description** :
- Erection of all mechanical equipment, packaged systems, piping, and structural steel at Alexandria Speciality Petroleum Products Company (ASPPC) project (\$300M).

- Responsible for submitting of commercial bids for Electromechanical department.
- Dates** : From Nov. 2000 till Dec. 2000
- Employer** : El-Fath Modern Irrigation & Piping Technology
(Agent of GEORGE FISCHER +GF+, Industrial Piping Systems (Switzerland) & Pipe Jointing Technology (Germany))
- Project** : Sharm El-Sheikh Seawater Desalination Plant
- Job title** : Piping Engineer
- Job Description** :
 - Co-ordination with main contractor (Industrial & Engineering Projects Co.) and consultant to solve any unexpected executive problems.
 - Fabrication and installation of two polyethylene main suction lines (24 inch DN, 1650 mt. each) using the updated techniques and welding technology of George Fischer.
- Field of experience** :
 - 21 years of experience in energy business including Renewables, Power Generation, Oil & Gas, and Water Treatment industries serving in engineering, commercial bidding, operation, project management, contract management, supply chain, and manufacturing domains within Middle East and Africa region.
 - Comprehensive knowledge of portfolio management skills and leading team of teams, with deep technical knowledge of products & services, and commercial / marketing strategies.
 - Ensure smooth business operations by following projects from conceptualizing phase to completion, including system design, incorporation of customer needs, and techno-commercial support.
 - Key Regional Coverage:
 - Middle East.
 - North Africa.
 - Sub Sahara Africa.
 - Gulf (KSA, UAE, Qatar, Kuwait, Oman, Bahrain).
 - Sub Indian Continent.
 - East Europe.
 - Levant.
 - Product Lines:
 - Renewables (Wind - Solar).
 - Gas Turbines (GE - Siemens - Mitsubishi - ALSTOM).
 - Steam Turbines (GE - Hitachi - ALSTOM).
 - Generators - Battery Storage.
 - Boilers (Subcritical, Supercritical, HRSG).
 - Desalination - BoP - HV Substations - CM&U - HGP - DCS - MV/LV Switchgear - I&C - Turboexpanders - Compression Trains - Pumps - Tanks - Structural Steel - Piping - HVAC - Fire Fighting.
 - Industry Knowledge / Domain Expertise:
 - Business Development, Strategy Creation.
 - Engineering Management (OEM, oOEM, NPIs).
 - EPC Mega Projects, Power Plants, Water Treatment, Oil & Gas (Upstream & Downstream).
 - Quality, EHS, and Facilities Management.
 - Portfolio Management, Manufacturing, Supply Chain, O&M, Logistics & Customs.
 - Commercial Operations, Contracts Management.

- CAPEX & OPEX Studies and Management.
- International Codes & Standards (ISO, ANSI, IEC, ASME, ASTM).
- Core Competencies:
 - Knowledge Transfer & CoE Management.
 - Leadership by example.
 - Strategy Creation.
 - Digital Transformation.
 - Lean Manufacturing & Kaizen Projects.
 - Business Acumen & Analytical Mindset.
 - Building Teams.
 - Commercial Intensity & Risk Management.
 - Customer Focus & Oriented.
 - Diversified Domain Knowledge.
 - Organizational Structuring.
 - Auditing & Compliance.
 - Business Plans & Feasibility Studies.
 - Mentoring and Coaching.
 - Hiring and Developing Talent.