

Holds a B. Sc. in Electrical Power & Machines Engineering and has over 9 years hands-on experience working in sales, marketing and technical office.

PERSONAL DATA

Nationality : Egyptian
Gender : Male
Marital Status : Married
Residence : Ain Shams, Cairo

EDUCATION

: B. Sc. in Electrical Power & Machines Engineering, Ain Shams University, 2012

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet
: ABB Software - E-Design (DOC)
: Revit MEP
: AutoCAD
: Dialux

TRAINING COURSES AND CERTIFICATIONS

: PMP Certified.
: ETP-2017 for ABB Authorized Panel Builders (Jul. 2017 - Dec. 2017): Ten Training courses in ABB LV Products.
: Professional Program PRMG, American University in Cairo (2016-2017):

- PRMG 010 (Project Planning & Control Techniques).
- PRMG 020 (Management of Project Resources).
- PRMG 025 (Introduction to Project Management International Standards).
- PRMG 030 (Project Budgeting and Financial Control).
- PRMG 050 (Project Feasibility Studies).
- PRMG 080 (Projects Bids and Contracts).

: Training at Schneider Electric (1 month) (Aug. 2011): Sales & Services Dept.

- : Training at Network Training Center (South Cairo) (2 weeks) (Jun. 2011): Transformers stations & protection.
- : Training at APEC (Associative Power Engineering Community) (Apr. 2011): Zafarna Wind Farm (1 day).
- : Training at Vodafone Egypt (2 months - night shift) (Jul./Aug. 2011): customer care (call center).
- : Training at Cairo Electricity Production Company (Jul./Aug. 2010): Stations Training Centre in West Cairo Station for generation (2 months).
- : Training at Petro Gas Company (1 month) (Aug. 2009): Maintenance (control systems of production of natural gas).
- : Self-learning of AutoCAD & Dialux Programs.

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Jun. 2017 till now
- Employer** : GMS "Engineering Company for Manufacturing Electrical Systems" (Authorized ABB Panel Builder)
- Job title** : Senior Sales & Studies Engineer (LV Switchboards)
- Job Description** :
- Preparing quotations, tenders and proposals.
 - Providing pre-sales and post-sales support.
 - Managing and interpreting customer requirements.
 - Establishing new, and maintaining existing relationships with customers.
 - Providing ABB product & other products education and advice.
 - Ensuring that sales targets are met.
 - Team Leader (TAT-2018 "ABB Technical Assessment Test"): Formal PB representative during the period of TAT-2018 & ETP-2017 the only direct & continuous contact with ABB representative responsible to lead team members during the period of the TAT-2018.
 - Clients: City Stars, Orascom, New Giza, Emaar, Siac, Samcrete, Dorra, Hassan Allam, etc.
 - Consultants: Shaker, EHAF, ECG, ...etc.
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- Dates** : From Jan. 2016 till May 2017
- Employer** : National Company for electrical equipment's (ABB Distributer)
- Job title** : Technical Sales Engineer (LV & MV Panels)
- Job Description** :
- Plan and priority personal sales activities and customer/prospect contact after the discussion with the Sales Manager.
 - Respond to and follow up sales enquiries using appropriate methods.
 - Make ongoing field visits to the area in order to find opportunities for sales, gathering market and customer information.
 - Develop and update a list of clients and updates relevant information held in these systems.
 - Make and participate of internal and external meetings with clients to identify needs and solve problems and to assist in business development.
 - Study & evaluate the customers' tender documents, specification & requirements.
 - Provide cost estimation, design and engineering documents.

Dates : From Jun. 2013 till Dec. 2015
Employer : National Company for electrical equipment's (ABB Distributer)
Job title : Technical Support & Marketing Engineer
Job Description :

- Provide internal and external technical expertise and counsel relating to company products and their marketability.
- Provide research, analytical, and promotional support for the Marketing Department in developing competitive information, product requirements, and marketing strategies.
- Prepare proposals in response to requests for quotes, and manage technical and commercial aspects of bids (from quoting to shipping).
- Coordinate pricing to a variety of channels to insure comparable opportunity for success.
- Obtain information from customers to determine specific requirements, attitudes, effects of current and potential regulations, and other information that may affect marketing strategies.
- Provide support or recommendations for campaign strategies and related communications.
- Maintain a competitor information system that provides rapid, up-to-date information for short and long-term planning.

Dates : From Jul. 2012 till Jun. 2013
Employer : Contra Net Company (for Infrastructure projects)
Job title : Technical Office & Executive Engineer
Job Description : Preparing technical & financial offers for tenders, participating in executing of Project about distribution & lighting in KARNAK tourism office (Egypt Air).

Field of experience :

- Knowledge & experience of ABB LV Products.
- Cost estimation for ABB LV Panels.
- Building long term relation ship with customers.
- Technical experience about starting methods of motors & distribution panels according to ABB standards.
- Wide knowledge about competitors products.