

Holds a B. Sc. in Electrical Machines & Control Engineering and has PMP certificate. Has over 17 years hands-on experience working as Energy Manager & Business Development Manager, Projects Manager, Deputy Engineering Manager, Senior Electrical Expert in several large projects.

## **PERSONAL DATA**

Nationality : Egyptian  
Birth Date : 24/03/1982  
Gender : Male  
Marital Status : Married  
Residence : Giza, Cairo

## **EDUCATION**

: B. Sc. in Electrical Machines & Control Engineering, Cairo University, 2004

## **LANGUAGES**

Arabic : Native Language  
English : Fluent  
German : Fair

## **COMPUTER SKILLS**

: Windows, MS Office (Word, Excel, Power Point), Internet  
: MS Project  
: MS Visio  
: AutoCAD 2D  
: ETAP (Electrical network design)

## **TRAINING COURSES AND CERTIFICATIONS**

: Course in Project Management Professional (PMP), Project Management Institute.  
: ETAP, Egypt Syndicate of Engineering.  
: OSHA, Air Liquide Egypt.  
: Technical career ladder (TCL), Sr. Electrical Expert Middle East.

# CHRONOLOGICAL EXPERIENCE RECORD

**Dates** : From Aug. 2014 till now  
**Employer** : Air Liquide Egypt  
**Job titles** :

- Energy Manager & Business Development Manager (from Feb. 2018 till now)
- Projects Manager, Deputy Engineering Manager & Sr. Electrical Expert TCL, Electrical Instructor & Trainer (Aug. 2014 – Jan. 2018)

**Dates** : From May 2008 till Jul. 2014  
**Employer** : Air Liquide Egypt  
**Job titles** :

- EPC Senior Project Engineer
- Sr. Electrical Expert TCL

**Dates** : From Jan. 2006 till May 2008  
**Employer** : Schneider Electric Egypt  
**Job titles** : Senior Technical Project Manager (Regional Consultation Center (RCC))

**Dates** : From Oct. 2004 till Jan. 2006  
**Employer** : Al Mohandees International Co. (AMI)  
**Job title** : Design Engineer / Technical Support (Specialist in big diesel generators)

**Field of experience** :

- Business & Commercial Management:
  - In charge of the top line growth and development of large industry accounts and co-sharing responsibility on the large industry BL gross-margin and OIR.
  - Managing sales, business development activities for new projects and renewal of contracts under BL scope.
  - Participated in defining, developing the LI marketing strategies in Egypt set together with the cluster / hub, managing and ensuring the growth of our LI business activities, developing its gross margin together with the LI operations teams, developing customer intimacy and satisfaction through high level networking and follow up, achieving a zero accident and safety awareness in the team through his involvement, exemplarity and commitment.
  - Collaborate internally and externally with all entities and directions as well as group organization at cluster & group levels, animate regularly with the team towards delivering the set objectives, watch with anticipation the LI related markets and customers new investments, develop value added offer to gain new business opportunities, propose needed investments to sustain LI business and secure our market leadership, and follow up key accounts through built relationships and networks.
- Energy Management:
  - Develop strategies and negotiate power agreements with suppliers and/or utilities for existing and new facilities within geographical area of responsibility.
  - Working with operations, managing energy contracts to ensure optimization of energy costs for plants in geographical areas of

- responsibility.
- Recommend strategies to mitigate energy risk.
- Develop energy cost estimates for targeting and forecasting process.
- Monitor market changes and deregulation efforts for geographic area of assignment.
- Lobbying efforts including participation in industrial users' groups. Develop corporate positions on energy issues at regional and national levels.
- Verify, track, approve and reconcile supplier invoices, report on energy cost results (EC / ETC / ESC) and trends for contracts of responsibility.
- Projects Management:
  - Establish project plan baseline: define project scope, secure the necessary resources & plans & monitor all activities.
  - Drive project execution: track project activities, monitor & handle changes, conflicts & escalations.
  - Manage project finance: ensure financial system monitoring.
  - Develop the business: participate to contract preparation & to pre-sales meeting.
  - Participate in Company Safety Programs ensuring compliance with approved Safety regulations / programs. Ensure proper implementation of all HSE requirements by contractors in the execution of fabrication, construction, and installation activities.
  - Participate in the preparation and review of commissioning procedures by contractors/ consultants/vendors, and establish acceptability through liaison with Site Operations for assigned projects.
  - Participate in the development of project contracting strategies, contractor selection and evaluation of contractor/ consultant bids. Participate in the assessment and evaluation of the performance of contractors and consultants following the completion of services. Upon completion of assigned projects prepares close-out reports, lessons learned and recommendations for Management review.
  - Prepared Procurement management plan & stakeholder management plan & Execution plan & Budget and Schedule.
- Technical Support (as Sr. Electrical Expert):
  - Support all maintenance work for all heavy equipment during maintenance shutdown plan including (compressors, motors, transformers, switchgears, VFD, Pumps, UPS, etc.).
  - Review and validate the electrical installation and electrical design works.
  - Commission and start-up different systems and heavy machines.
  - Holding a lot of training and transfer knowledge for all participants. Electrical Audit for existing plant and prepare an action plan in order to comply with new plants and updated specifications.
  - Prepare the required electrical calculations and studies by using ETAP software.
  - Reviewing the P&ID and function diagram and how its compatible with electrical design and interconnection signals in order to achieve high reliability for equipment.
- Engineering:
  - Responsible for making design for electric SLD and electric specs

for MV SWG & power transformer & Distributed transformer & LV SWG & UPS & DC charger & SCADA and DCS system.

- Preparing and participating for making the power study and short circuit study and relay coordination study and motor acceleration study by using ETAP software.
- Preparing and participating for earthing network design.
- Responsible for applying the electrical tests on electrical equipments.
- Responsible for making technical and commercial comparison for vendors.
- Participating in making the plant site layout.
- Responsible for making the required instrument connection and BOQ.
- Preparing and participating in all the technical issues of the project including piping – instrument – ASU air separation unit – pumps – compressors – valves – tanks – vaporizer and electric equipment.
- Participating in all the mechanical technical working related to the project (cooling tower system & compressor & cryogenic pumps & vaporizer and tanks).
- Preparing the control logic system and the control loops on P&ID.
- Preparing and participating in all types of industrial gas P&ID & Hazop and risk studies.
- Responsible for preparing project technical solution and present in the front of customer and management with indicated the commercial benefits.