

Holds a B. Sc. in Electrical Engineering and has over 10 years experience working in construction and sales.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 01/01/1989
Gender : Male
Residence : El-Shorouk City, Cairo

EDUCATION

: B. Sc. in Electrical Engineering, Modern Academy, 2011

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office, Internet

TRAINING COURSES AND CERTIFICATIONS

: Analog and digital course.
: Networking n+.
: Power distribution.
: Optical fibers.
: GSM
: ICDL
: AutoCAD
: PMP
: AutoCAD 2D

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Oct. 2018 till Oct. 2020
Employer : QOTOOF CONTRACTING, Qatar
Projects :

- AL MASHAF MOSQUE: mosque including imam house at Al Mashaf area

- WAKRA 3: Residential Building contain (B+G+3+PH) at Wakra area
 - MK421: Residential Building contain (G+3+PH) at Wakra area
 - WAKRA 4: Residential Building contain (G+3+PH) at Wakra area
 - STREET 29: car showroom at Industrial area
 - ALATTIYA VILLAGE: compound 8 villas contain (G+1+PH) at Marikh area
 - WAKRA 5: Residential Building contain (B+G+3+PH) at Wakra area
- Job title** : Sales Account Manager
- Dates** : From Jun. 2016 till Oct. 2018
- Employer** : QOTOOF CONTRACTING, Qatar
- Job title** : Project Manager
- Job Description** :
 - AL THUMAMA MOSQUE: work as a Projects Manager to manage a construct of mosque including decoration and furniture with imam house at Al Thmama area.
 - AL SANAYA: work as a Projects Manager to manage a construct of store and labor accommodation at Industrial area.
 - AL MATAR: Work as a Projects Manager to manage a construct of Residential Building contain (B+G+3) at Old airport area.
 - AL MONTAZA: Work as a Projects Manager to manage a construct of Residential Building contain (G+7+PH) at Montaza area.
 - AL NASSRIA VILLAGE: Work as a Project Manager to construct of compound 22 villas contain (G+1+PH) and clubhouse include swimming pool, landscape and roads at Nassria area.
- Dates** : From Nov. 2014 till May 2016
- Employer** : QOTOOF CONTRACTING, Qatar
- Job title** : Site Engineer
- Job Description** :
 - WAKRA 1: Work as a Project Manager to construct of Residential Building contain (B+G+3+PH) at Wakra area.
 - RAYAN VILLAGE: Work as a Project Manager to construct.
 - BRIGHTON INTERNATIONAL SCHOOL: work as a Project Manager to renovate the building and modify design to be a school include all requirement classes and activity rooms in addition to outdoor playground area, swimming pools and children's play area at Al Mamoura area.
- Dates** : From Nov. 2013 till Nov. 2014
- Employer** : MITKEES WORKSHOP MANUFACTURING, Egypt
- Job Description** : Work as a Workshop Manager to provide high quality services to the Industrial sector, Oil & Gas such as repair, blasting and coating for petroleum equipment manufacturing.
- Dates** : From Oct. 2010 till Nov. 2013
- Employer** : MMC, Egypt
- Job Description** :
 - WAHBA EGYPT FOR FOOD INDUSTRIES: working as a Site Engineer in a construction work to expanding and establishing a new part in the factory.
 - THARWA BREDA PETROLEUM: Working as a Site Engineer in a

construction work to reinforcement for steel construction, civil and electric works establishment, indoor decorations for the managerial building.

- PROJECT MANAGER AT MMC: Work as a Project Manager to implement more than 20 different projects, Indoor & outdoor decoration, construction of elevations decoration & finishing, renovation for building's elevations & finishing, construction of residential building, swimming pools and landscapes.

Dates : From Jul. 2010 till Oct. 2010
Employer : Dream TV
Job Description : Working in Dream TV channel as IT Engineer.

- Field of experience** :
- Supervise all company projects.
 - Develop the initial execution program for every project.
 - Supervise and coordinate with every project manager to review their project documents from drawings, schedules, quantities and specifications, and notify the technical office of any deficiencies.
 - Develop and coordinate the initial time frame for project milestones.
 - Be responsible for the resources allocation including manpower and budget.
 - Be responsible for the necessary resources, and should plan accordingly in terms of quantities, cost and time frame.
 - Follow-up on a daily basis with the owner's representative and notify him with any unresolved problems after trying and taking all necessary means to resolve them.
 - Supervise the cooperation of the implementation managers with the technical office to ensure time and cost and quality efficiency.
 - Follow-up on warehouses and utilized inventory and make sure all needs for projects will be met.
 - Participate in the selection of subcontractors and manage their accounts with the company according to their evaluation.
 - Achieve growth and hit sales targets by successfully managing the sales team.
 - Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
 - Present sales, revenue and expenses reports and realistic forecasts to the management team.
 - Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence.
 - Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.
 - Skills / Knowledge:
 - Sales Structure.
 - Procurement.
 - Business plan.
 - Project Management
 - Planning.
 - Bid Tenders.
 - Budget Control.

- Time management.
- Critical path analysis.
- Site Supervision.
- Private Residential Developments.
- Site Inspections.