

Holds a B. Sc. in Special Chemistry and has about 15 years water treatment field experience (sales, Customer services, Technical Support and proposals) in Chemicals & Equipments.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 13/01/1979
Gender : Male
Marital Status : Married
Residence : Currently KSA

EDUCATION

: B. Sc. in Special Chemistry, Mansoura University, 2001

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet

TRAINING COURSES AND CERTIFICATIONS

- : ISO Certifications:
- ISO 14001 / UNI EN ISO 14001:2004, EMS Environmental Management Standard certificate.
 - Quality Management Systems Foundation training course: Introduction to ISO 9001 Series of Standard, quality management principles and ISO 9001:2008.
 - Internal QMS Auditor training course: planning and preparing for audit, auditing and preparing reports, auditing for continual improvement of management system and suggest ways in which the effectiveness of corrective action might be verified.
- : Project Management.
- : Water Treatment Science.
- : Cathodic protection and metal treatment.
- : Technical Training Course at TEMAK Co. in Greece (from Jun. till Aug. 2009):
- Reverse Osmosis estimation and proposal preparation.
 - Reverse Osmosis design methods and new design software (TEROC).

- Diagnosis and design of chemical treatment programs for Boilers and cooling systems.
 - Ion Exchange systems design and proposal preparation.
- : Diagnose the operating Boilers, cooling Towers chillers and R.O. and suggest the solutions.
- : During education:
- Training in Delta Co. for Fertilizers & Chemical Industries (Talkha) (from Jul. till Sep. 2000).
 - Training in Manzala Water Station in desalination and analysis of water fields.
 - Working with ULYESSE Textiles and Dyeing Co. (6th of Oct. City) in dyeing sector (from 2000 to 2001), able to use all different types of dyes; reactive, direct, in-direct, sulfur, and disperse dyes. Finally Shift Director for 6 months.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jan. 2014 till now
Employer : Otaishan Consulting Engineers (HQ, Riyadh – KSA)
Job title : Water & Environmental Advisor

Dates : From May 2011 till Dec. 2013
Employer : Water Technology & Energy Co. (WATERGY), Cairo
Job title : Regional Technical & Sales Manager
Job Description :

- Put sales projection, forecast and plans.
- Prepare the high professional proposal of water treatment programs.
- Achieving customer satisfaction.

Dates : From Mar. 2010 till Mar. 2011
Employer : Saudi Rock Wool Co., Riyadh – KSA
Job title : Water Treatment Works Head & QA/QC Assistant Manager
Job Description :

- Water Treatment Division Manager.
- Lab. Advisor.
- QA/AC, ISO, Internal auditing Procedures Applying.

Dates : From Jun. 2009 till Feb. 2010
Employer : Enepta SAE Trading & Services (Greece Co.) (TEMAK's partner in Egypt, Alexandria)
Job title : Technical Advisor & Marketing Manager
Job Description : Design, proposal sales of desalination water treatment systems (R.O., DM, Softeners).

Dates : From Aug. 2008 till May 2009
Employer : American Engineering Services (AES Arabia Ltd.), Al-Khobar branch – KSA
Job title : Sr. Service Engineer

Dates : From Sep. 2004 till Aug. 2008
Employer : American Engineering Services (AES Arabia Ltd.), Riyadh – KSA
Job title : Customer Service Engineer
Job Description : Worked in water and wastewater treatment field.

Dates : From Jun. 2001 Sep. 2004
Employer : American Water Chemicals Egypt (AWC)
Job title : Service Chemist
Job Description : Introduce technical support of all water treatment chemical products for boilers, cooling towers, chillers, R.O., STP, etc.

Field of experience :

- Marketing and Sales:
 - Put marketing and sales plans.
 - Prepare forecast and sales turnover as well as sales projection and expenses budgets.
 - Reporting daily, weekly or monthly reports.
 - Achieve the required targets.
 - Initiate new and valuable clients.
 - Create very good relations with all clients.
 - Sold big projects (R.O, STP, Grey Water, and Iron removal system, etc.) to big contracting companies in Saudi Arabia.
 - Sale all types of water treatment chemicals.
 - With AES I have taken the highest annual appraisal degree among all sales and services staff in 2006.
- Services and Technical Support:
 - Make service and follow up for boilers, cooling towers, chillers, R.O, STP, grey water plants, dosing systems.
 - Make services and maintenance for softeners and deionizers.
 - Submission of service reports with all recommended technical advises.
 - Fast response upon emergencies.
 - Prepare training programs and gives training.
 - After sales services supporting.
 - Start-up, operating, maintenance and service for reverse osmosis plants.
- Proposal and Estimation Studies:
 - Prepare proposals for Reverse Osmosis plants.
 - Prepare proposals for all types of water treatment systems like sewage treatment plants, grey water systems, wastewater systems.
 - Dosing systems, softeners, de-ionized plants, bio filters, iron removal systems, ultraviolet and ozone systems, etc.
 - Got high level training programs in estimation and proposal.
- Chemical Treatment Programs:
 - Design water treatment chemical programs for boilers and cooling systems which suitable for its applications.
 - Prepare chemical disinfection programs for domestic water systems.
 - Propose and calculate optimum dosage of chemicals which use in R.O, STP, domestic systems, swimming pools, etc.
 - Diagnose the current operating systems through software calculations to detect the problem and suggest the solutions.

- Prepare, submit and discuss high professional proposal.
- Laboratory and Chemical Analysis:
 - Prepare complete laboratory to be ready for any chemical analysis.
 - Perform all water analysis to cover all needs (cooling towers, boilers, chillers, R.O, STP, wastewater, etc.).
 - Qualified to use all of chemical analysis methods: volumetric, gravimetric, complexmetric or by instruments.
- Chemicals Synthesis and Manufacturing:
 - I have many types of chemical formula and accurate ingredients of many types of specialty chemicals that using for water treatment in addition to continuous researching and development to improve chemical products to updating all future problems.
 - Those chemicals are: R.O Antiscalant, odor control, sewage treatment chemicals, boilers chemicals, cooling towers chemicals, polyelectrolyte, biocides disinfections, flocculants, dewatering, etc.
- Metal Treatment:
 - Metal treatment chemicals are using in preparation the metal for either painting, powders coating or any other industrial process.
 - Metal treatment products are iron and zinc phosphates base for steel and iron, in addition to chromate chemicals base for aluminum.
 - I have taken high-level courses in metal treatment and cathodic protection.
 - I have all metal treatment products formulation and recipes of all chemical composition.
 - Apply coolant and cutting lubricants for army plants in Egypt and Saudi Arabia as well.
- Quality Assurance & Quality Control:
 - Prepare quality procedures and work instructions of the products.
 - Apply ISO procedures and assure the implementation of standards such as B.S, ASTM, DIN, etc.
 - Leader of internal auditing team.
- Value Engineering Participation:
 - Participate with otaishan consulting engineers V.E. team in many workshops with Royal Commission for Jubail.
- Environmental & Environmental Impact Assessment (EIA):
 - Prepare EIA studies for projects, factories and water activities.
 - Prepare proposed environmental impact studies for wastewater, landfill wastes and air pollutants.