

Holds a B. Sc. in Electrical Power & Machines Engineering and has over 12 years hands-on experience working as Tech. & Business Development Manager, Deputy Technical Support Manager and Electrical Commissioning & Protection Engineer.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 03/05/1987
Gender : Male
Marital Status : Married
Residence : Currently KSA

EDUCATION

: B. Sc. in Electrical Power & Machines Engineering, Ain Shams University, 2009

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet
: MS Project
: Primavera

TRAINING COURSES AND CERTIFICATIONS

: MBA Preparation Core Module.
: PMP preparation Course – KSA.
: PRMG-010, AUC Egypt.
: ICDL

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jul. 2018 till now
Employer : ASEC Saudi Arabia
Job title : Business Development Manager

Dates : From Jan. 2018 till Jul. 2018
Employer : ASEC Saudi Arabia
Job title : Projects Manager

Dates : From Jan. 2017 till Dec. 2017
Employer : ASEC Saudi Arabia
Job title : Tender & Estimation Manager

Dates : From Dec. 2015 till Dec. 2016
Employer : ASEC Saudi Arabia
Job title : Technical Support Manager

Dates : From Jun. 2015 till Dec. 2015
Employer : ASEC Saudi Arabia
Job title : Operation Manager

Dates : From Dec. 2013 till Jun. 2015
Employer : ASEC Saudi Arabia
Job title : Project Manager / Deputy Commissioning Manager

Dates : From Aug. 2012 till Nov. 2013
Employer : Ontrack Corp., Egypt
Project : GIZA NORTH POWER PLANT 1500MW COMBINED CYCLE
Job title : Field Service Team Lead

Dates : From Aug. 2009 till Jul. 2012
Employer : Power TEK (ITC Group), Egypt
Job titles :

- Project Engineer (Aug. 2011 – Jul. 2012)
- Protection & Control Field Service Engineer (Oct. 2010 – Aug. 2011)
- Site Engineer (Aug. 2009 – Sep. 2010)

Field of experience :

- As Business Development Manager:
 - Incorporate Policies and Procedures.
 - Actively Monitor Project Goals.
 - Train and Mentor Staff.
 - Advise new marketing strategies to increase product sales.
 - Create strategies for the business unit's promotional activities and reexamine and modify strategies that aren't pushing the business unit to meeting its goals.
 - Analyze Market Trends.
 - Provide financial reports and interpret financial information to managerial staff while recommending further courses of action.
 - Advise on investment activities and provide strategies that the company should take.
 - Maintain the financial health of the organization.
 - Analyze costs, pricing, variable contributions, sales results and the

- company's actual performance compared to the business plans.
- Develop trends and projections for the firm's finances.
- Conduct reviews and evaluations for cost-reduction opportunities.
- Oversee operations of the finance department, set goals and objectives, and design a framework for these to be met.
- Manage the preparation of the company's budget.
- Liaise with auditors to ensure appropriate monitoring of company finances is maintained.
- Correspond with various other departments, discussing company plans and agreeing on future paths to be taken.
- Participating in Bid/Sales Phase, i.e. in estimating and resource planning.
- Supervising project management activities at the portfolio level through project reviews with the management team and Project Managers.
- As Projects Manager:
 - Implementing the continuous improvements for the project execution strategy for the local project operation and business strategies.
 - Ensuring the local portfolio of projects is managed consistently, based on best practices and Policies.
 - Leading the Project Management Office team and ensuring that company policies, i.e. directives, instructions and guidelines are followed.
 - Developing and improving respective processes, based on organization best practices.
 - Ensuring that findings from lessons learned from project execution are incorporated in continuous improvement actions.
 - Participating in Bid/Sales Phase, i.e. in estimating and resource planning.
 - Supervising project management activities at the portfolio level through project reviews with the management team and Project Managers.
 - Take an active role in resolving escalated issues.
 - Managing the project closure is performed properly and timely for all projects in the portfolio.
 - Managing the proper application of contract and claim management methods in accordance with company policies, and contractual agreements.
 - Building and maintaining relationships with key stakeholders.
 - Serve as an escalation point for individual and systemic project management issues.
 - Reinforcing and maintaining a culture of Health & Safety in all project operations.
 - Leading the PMO team to establish and enforce an effective project management approach to achieve both project and organizational goals.
 - Developing project organization, jointly with management team and Project Managers.
 - Planning, assigning and managing project resources based on competencies, project fit and availability.
 - Develop the project management capacity and capability in line with Group directives and processes.

- Ensuring that the area of responsibility is structured to fit the business model sufficiently staffed with skilled resources and directed appropriately.
- Ensure that the projects managers instructions are clearly relayed to site engineers.
- Guiding, motivating and developing direct and indirect reports.
- Attending and Leading client meetings and drive operations to meet customer satisfaction.
- As Tender Manager:
 - Study, analyse and evaluate tender documents from a technical point of view in order to identify risk factors, ensuring that technical terms comply with the relevant standards and coordinates with other Divisions for the overall risk assessment and bid decision.
 - Manage associated cost preparation responsibilities.
 - Obtain factored / sub supplier costs where necessary.
 - Prepare technical & commercial proposals.
 - Attend clarification meetings with Client when required.
 - Liaise with the Procurement department to negotiate with approved vendors / suppliers and subcontractors for various supplies / material as per project (pre/ post tender).
 - Ensure that tenders meet company commercial guidelines and have the necessary sign off in accordance with the delegation of authority guidelines.
 - Take responsibility for all associated handover documentation in the event of an order.
 - Participate in and actively support company initiatives.
 - Be familiar with the general specifications and market requirements.
 - Familiar with the risks and hazards within the activities and processes of the role and procedures, practices and measures in place to mitigate the risks.
 - All other duties as relevant to the post.
- As Technical Manager:
 - Present engineering analysis plans, and recommendations to plant staff, management and directors.
 - Assist in construction completion verification and start-up of plant subsystems.
 - Managing project Control include both sections Planning & cost Control.
 - Perform engineering evaluations to establish contractors' performance per the specifications and equipment guarantees.
 - Supervise procurement include materials and subcontractor's management.
 - Managing engineering section with its responsibilities of Quantity surveying, Shop drawings and Designing.
 - Develop policies & procedures for all Technical office functions.
 - Organize and train origination teams on working professionally holding on tightly the policies and procedures.
 - Insure that all function is running well and within the predefined time.
 - Direct the activities of technical office, programmed workloads and provide technical and administrative guidance to site staff.
 - Ensure a qualified estimating process according to the policies and procedure.

- Support site and insure all project deliverables are issued in accordance with the specified design and quality standards.
- Coordinate with the Project Manager in the preparation of project reporting to the Client.
- Assist with the troubleshooting and repair of electrical systems and support equipment.
- Administrative duties include submitting SFR's (start-up field reports) and RFI's (Requests for information).
- Review electrical Shop drawings and Vendor drawings for compliance with Contract Documents.
- Review electrical Materials submittals for compliance with Contract Documents.
- Review electrical Specifications & Calculations for conformance with Contract Documents.
- Review as built drawings of electrical works, operation & maintenance manuals and warranties.
- Monitor and supervise the witnessing of Testing & Commissioning of all electrical Systems.
- Monitor the final inspection of completed electrical works before handling over to the Client.
- Knowledge well with standard codes National Electrical Code NEC, NEMA, IEEE and NETA.
- Experience in Engineering/Design or Commissioning of MV and LV Electrical Systems.
- Experience in Oil, Gas and Power Plant Industry.
- Experience of Testing of protection Relays with application Function (Generator, Transformer, Motor, T.L, Bus bar, Feeder).
- Familiar with IED (relays) Protection (GE, Siemens, Areva, ABB, Schneider, ...etc.).
- Familiar with communication protocol with substation monitoring (Modbus TC/IP-RTU, ProfiBus, ...etc.).
- Perform Engineering Studies (Harmonics analysis, short circuit analysis, relays Co-ordination and power flow).
- Familiar with all type of Switchgear (GIS/Metal Clad) testing and troubleshooting.
- As Project Manager:
 - Lead the scoping, planning, cost estimating, and pricing of consulting projects.
 - Responsible for statement of work development and risk assessment, including but not limited to defining goals and objectives, identifying and documenting Client requirements, resource requirements, project budget, project risks, and the translation of the Clients' business requirements into specific deliverables.
 - Ensure projects are completed on-time, within budget, and within client expectations for quality and functionality.
 - Manage Client acceptance of the solution and managing Client expectations in line with the agreed statement of work.
 - Manage day-to-day relationship with client stakeholders and resolution of all issues.
 - Maintain and communicate project status to all stakeholders in reports and status meetings.
 - Identify sales opportunity; participate in pre-sales planning, project

- pricing, bid review, and presentation of sales proposals.
- Ensure proper set up of the engagement in the time keeping system, ensuring consultants and contractors are always current with their reported time.
- Produce project financial and status reports.
- Ensure monthly billings, timely collection of revenue, and manage procurement and payment to contractors.
- Assist in construction completion verification and start-up of plant subsystems.
- Insure accuracy for all Quantity surveying tasks required according to time schedule.
- Support procurement team in procurement process and insure is done according to policies & procedures and within the defined budget and time schedule.
- Ensure proper Reporting for each project status according to budget & time schedule and highlight areas of concerns.
- Supervise the execution of the works during the day and solve any problems that arise.
- Review Project Materials submittals for compliance with Contract Documents.
- Implement, manage and control the Project electrical Quality Assurance Plan.
- Review, monitor and report on the electrical sub-contractor s progress of work.
- As Field Service Engineer:
 - Lead the pre-commissioning / commissioning activities for his / her areas of responsibility.
 - Act as delegate to Commissioning Manager to review/accept mechanical completion packages from construction and review/offer system handover packages to operations.
 - Attend mechanical completion and system handover joint walk downs as required.
 - Responsible for preparing/reviewing work permits for commissioning scope. May be required to act as the Issuing Authority.
 - Attend daily Progress / meeting and provide input / comments as required.
 - Provide daily feedback as to commissioning status and generate weekly activity reports. Coordinate commissioning resources allocation to support.
 - Facilitate meetings, including MC/EC progress meeting, as required and represent the commissioning team at other project team meetings.
 - Manage and interpret completions progress while maintaining a forward thinking approach to planning activities over the long term.
 - Perform IEDs Logic and Commissioning Implementation (ABB RE, ABB UMC-100 Field Bus, GE Bay controller F650, etc.).
 - In charge of testing all switchgear relays (Micom P543, Sepam S80, Siptoc 7SJ80).
 - Check all communication with DCS with Modbus TC/IP Protocol.
 - Check all the interlock and the trip signals.
 - Make all fields testing for component and equipment in accordance with contract specification and standard codes.

- Make all pumps test (Vibration, dp, RPM, rotation, no load and full load test).
- Check the systems signals to be ready for operation.
- Panels check.
- Switchgear testing.
- Logic check.
- Making the logic configuration for all process/MCC regarding to the application.
- Perform Schematic modification to be comply with the site process.
- Preliminary and visual check, battery check open circuit, insulation check, electrical inspection test, battery commissioning charge, battery commissioning discharge.
- Follow up the test and start up procedure.
- Make all fields testing for component and equipment in accordance with contract specification and standard codes.
- Check and test the fire system of detectors, panels, module, horns for operation starting.
- Check the systems signals to be ready for operation.
- Perform daily & weekly activity report to the Site Manager.
- Follow the test protocols of all HVAC system of fans testing and Air condition tests.
- Make all testing of CT's, PT's.
- Check all interface signals between MV Switchgear and main XFMR protection panel.
- Submit all the tests protocols.
- As Site Engineer:
 - Check for compliance with requirements the electrical equipments at the arrival to site.
 - Follow all the construction installation as per standard code.
 - Follow up the Cable tray & conduits, ...etc. installation according to the standard codes.
 - Install all electrical required for proper operation of the HVAC equipment include local disconnect switches, local starters and control panels.
 - Check all drawing revision updated to get the work in prober way.
 - Monitoring Quality, records and quality of the electrical construction work and Reviewing and evaluating the subcontractor work report document submittal.
 - Monitoring the vendors Quality, records and quality the electrical Commissioning work and start-up phase and Reviewing and evaluating report document submittal.
 - Ensure variations are processed and approved.
 - Write inspection reports and initiating Non-conformance Report, Worksheets and Equipment deficiency reports as needed.
 - Ensure projects are executed in accordance with regulatory compliance.
 - Follow up punch list items.

Major Projects:

- KSA (from Dec. 2016 till now):
 - FADHILI Gas Program, Jubail, KSA.
 - DAP/NPK Plant, Storage & Offsites at Ras al Khair Warehouses and Associated Facilities, Ras-AI-Khair, KSA.

- POM, IBN SINA SABIC Project, Al Jubail Industrial City, KSA.
- Al Baitha Bauxite Mine Infrastructure and Utilities, KSA.
- Loading Rack Facilities at RT Distribution Saudi ARAMCO Refinery, KSA.
- YASERF Saudi ARAMCO Refinery, KSA.
- JABAL OMAR, MEKKAH Project, KSA.
- Royal Commission Ras Al-Khair Labor Camp, KSA.
- EGYPT:
 - FERTILIZERS COMPLEX in SOKHNA (FCS), Egypt.
 - GIZA NORTH POWER GENERATION PLANT 1500MW COMBINED CYCLE, Egypt.
 - Saudi Embassy, Egypt.
 - P&G par soup relocation site, Egypt.
 - DAPETCO Infrastructure – South Dabaa, Egypt.