

Holds a B. Sc. in Mechatronics Engineering and has about 20 years' experience in Electro-Mechanical & Mechanical works, LV / MV Electrical Panels, Lighting Fixtures, Solar Energy, etc.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 03/08/1981
Gender : Male
Marital Status : Married
Residence : Cairo

EDUCATION

: B. Sc. in Mechatronics Engineering, 6th of October University, 2003
: Secondary School: Misr Al-Haditha School, 1998

LANGUAGES

Arabic : Native Language
English : Excellent

COMPUTER SKILLS

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

TRAINING COURSES AND CERTIFICATIONS

- : Siemens LV Fundamentals & Products Training Sessions (2019).
- : PMP (Project Management Professional), Amideast (2008):
 - Project Management Process Groups.
 - Project Integration Management.
 - Project Scope Management.
 - Project Quality Management.
 - Project Time Management.
 - Project Cost Management.
 - Project Risk Management.
 - Project Human Resources Management.
 - Project Procurement Management.
 - Project Communication Management.
 - Professional Responsibility.
 - Integration.

- : Quality Management System 2012: ISO 9001:2008.
- : Summer trainings (2001 / 2002) at:
 - Unionaire Co. for Air Conditions.
 - Keriazi Co. for Refrigerators.
 - Khalda Co. for Petroleum.
 - Germany Donation Institute for Technology and Industrial.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jan. 2018 till now

Employer : Sega-M Co.

SEGA-M is an advanced engineering company for electrical products and low voltage switchboards established by experiences of its founders that exceeds 40 years in industry field. Sega-M has entered lighting products arena since 2014, with an intention to fill the gap between Egyptian market demands and international development in lighting industry since the introduction of light emitting diodes (LEDs). LEDs being an energy saver have been targeted by Sega-M in response to the national effort to increase energy efficiency; both in production, i.e. Solar energy in which Sega-M has a long experience, and in consumption through LED efficacy and excellent lighting properties. Sega-M does not just 'sell' luminaires. Sega-M can design lighting solutions using cutting-edge simulation technologies according to internationally recognized codes.

Job title : Projects Sales Manager

- Job Description** :
- Accountable for achieving annual sales objectives while positioning the business for continued growth in future years.
 - Develop Sales strategies & tactics for each customer/distribution channel.
 - Collaboratively implement overall strategy, tools, and trainings focused on Expert sales and Clients retention.
 - Coach and lead distributor's sales team to ensure that they follow their given schedules, route plans and their sales target.
 - Supervise the performance by reviewing daily sales and collection reports, and provides feedback and recommends corrective actions when needed.
 - Perform regular market visits to ensure the stability of the performance, initiate corrective actions in case of any problems as well as maintaining good customer relationships and introducing new products.
 - Lead sales performance management analysis and reporting for execution against targets, including forecasting, quarterly and annual planning.
 - Illustrate & enabling distributor sales teams to know their sales objectives & how to achieve it in addition to understanding the performance and features of our products and services.
 - Understand the market, the competition and capture market data to drive new sales leads.
 - Analyze market segment, deliver periodic reporting to the sales and marketing teams providing key business insights: typical reporting relates to Demand Generation, Pipeline Forecast and Trends, Target Account, Market Segmentation.
 - Provide product forecasts for purchases from factories/suppliers.

- Collaborate and contribute on planning and execution of new marketing Strategy, promotion plans, and measurement of Sell out.
- Track and periodically report to senior leaders on incentive plan performance and cost analysis against revenue generation.

Dates : From Sep. 2017 till Jan. 2018
Employer : El Masrya for Energy in Egypt
Job title : Managing Director
Job Description :

- Solar Energy Components and Projects.
- Solar Heaters System.
- Generators.
- Chillers, Cooling Towers, Water Coolers Systems, Air Conditioning and HVAC Systems.
- Pumps and Farms Requirements.

Dates : From Apr. 2017 till Sep. 2017
Employer : Enersyscom Co.
 (an official service partner of major manufacturers in the solar energy field in the world)
Job title : Sales & Marketing Manager
Job Description :

- Capturing a rising market opportunities.
- Acquisition of new customers (distributors, EPCs, investors and project developers).
- Management of existing customers from Pre-Sales to After Sales support.
- Growing company market share.
- Increase revenues, profitability and cash flow for the company according to established KPIs.
- Support marketing activities and market communication.
- Develop relationships and specifying Solar Energy Components with strategic partners, Project owners and Developers, Engineering Firms and EPC Companies.
- Frequent business travel to visit existing and potential clients.

Dates : From Apr. 2016 till Mar. 2017
Employer : Ebticar Co. for Solar Panels Manufacturing and Production made in Egypt and Solar PV Projects / Sites
Job title : Sales & Projects Manager
Job Description :

- Scope of work: Solar Cell Manufacturing and Production (100 & 150 & 250) watts / panel up to 300 watts \ panel with international specifications efficiency and approved quality.
- Create Business Development Strategy, Market and Sales Plan.
- Execute and work to achieve sales targets for promoting and development of Solar PV projects.
- Develop and maintain relationships with new and existing Renewable Energy's client base.
- Ensure client satisfaction and develop new business opportunities within assigned territory.
- Act as a liaison of communication and coordination between the client and the supplier.

- Handle client's inquiries and tenders in relation to Renewable Energy products.
- Pursue identified business prospects by participating actively in the planning and sales process for new business opportunities.
- Explore new applications provided by our existing suppliers.
- Explore new market needs as they arise.
- Seek out and identify new business opportunities, initiating communication with decision makers to assess their needs.
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.

Dates	:	From Mar. 2014 till Mar. 2016
Employer	:	Honda El-Sayad Trading Misr (a member of El-Sayad Group Generators, Power Products and Construction)
Job title	:	Factory Manager, Management of Processes of work (Production / Quality / Operation / Planning / Implementation / Installation / Maintenance)
Job Description	:	<ul style="list-style-type: none"> • PRODUCTS: Generators - Engines - Water Pumps - Construction / Agriculture Equipment - Marine Engines. • BRANDS: Brava Power Products - Honda Power Equipment - Honda Marine - Hitachi Power Tools. • Work to develop the performance of the product in coordination with the results of the work of Sales Management, Maintenance Management and Production Management. • Evaluating the performance of products and knowledge of customer problems after the sale to find out the way to solve and avoid them in the future. • Direct and coordinate factory operations within company policies and procedures, Responsible for factory production goals. • Confer with department heads to ensure coordination of purchasing, production, and quality. • Responsible for the product quality control for the factory. • Plan, organize and direct the manufacturing. • Initiative plans and processes which minimize manufacturing costs thorough effective utilization of manpower, equipment, facilities, materials and capital. • Assure attainment of business objectives and production schedule while insuring product standers that will exceed our customers' expectations. • Implement manufacturing strategies and action plans to ensure that the facility supports company strategic initiatives. • Encourage use of new techniques and focus on fact-based problem solving. • Improve manpower utilization within existing departments and processes schedule stability that allows for maximum return on efficiency. • Participate in establishing production forecast with planning department. • Create detailed production & quality plan in order to implement production process, Follow-up daily planned production. • Coordinate among departments to sort out any production problem,

- Prepare production rate reports (daily – monthly – yearly).
- Prepare reports of production & quality problems and corrective actions, Follow-up on shift leaders in order to achieve the production forecast.
- Involve in problems which face the production process across the shifts, Follow-up to the provision of feeding.
- Establish, Follow-up shifts' Schedule, Follow-up, ensure the quality of final product in line with quality control dept. according to specification.
- Follow-up production and quality lines and production rates reports.

Dates : From Jul. 2012 till Mar. 2014

Employer : DRIC Company
(The Developed Refrigeration and Air conditioning Industries Equipment Co.) = Sister Company for ASIDTCO - Ain Shams Industrial Development Co. which works under Petra Engineering Industries Co. "HVAC & Chillers Technology / Projects")

Job title : Quality Control Manager (Manufacturing & Quality & Maintenance) / Projects Sites Manager = Mechanical Engineering

Job Description :

- DRIC Scope of Work & Services:
 - Chillers for domestic commercial and industrial purposes.
 - Central air-conditioning units (D.x.).
 - Air handling units.
 - Fan coil units.
 - Water cooled packaged units.
 - Control & electric panels air cooling units.
 - Cooling towers.
 - Drinking water coolers.
- Manufacturing & marketing the equipment, devices and tools needed in refrigeration & air conditioning fields.
- Full studies for places that need special and non-standard units and its manufacture at DRIC factory.
- Turnkey for air-conditioning projects which include design, implementation (commissioning), supervision and starting up.
- After-sales services which include free periodical maintenance works for the equipment during one-year guarantee.
- The annual maintenance contracts for A/C products.
- All different maintenance repair, replacement and renew works for all refrigerant A/C units.
- Manage the QC department efficiently and coordinate with all other departments to achieve the company targets, profitability and strategy.
- Ensure proper training & development of all QC staff and to follow their day to day work, skills matrix and assignment.
- Achieve customer quality requirement and satisfaction and respond immediately to any claim.
- Ensure the excellent implementation & maintenance of the company system.
- Lead, motivate, upgrade and empower the QC staff.
- Follow the performance of all incoming, in process, final quality duties and periodic analysis & audits to achieve high quality standards.
- Put an aggressive proactive plan to enhance the quality level and reduce the scrap and waste.

Dates : From Jul. 2011 till Jan. 2012 (temporary work contract for 6 months)

Employer : Ericsson Sudan for MTN South Sudan

Job title : Projects Management & Roll-Out & Installation & Implementation & Execution & Operation & Maintenance & Consultant & Civil Works Supervision & Construction & Repair & Processes Coordination for Telecommunications & Mechanical Projects, Infrastructure and Enterprise Offering Business Unit

Job Description :

- Manage, execute and achieve targets of Telecommunications & Mechanical Projects / Sites in Juba, Rumbaik, Yei, etc.
- Coordinate works with the Service Provider and other disciplines that have an inter phase with the civil work part of the project, monitor activities of the Service Provider and assure that contract requirements and specifications for the civil works part of the project are met, assures that only Customer's approved materials are installed in the site by the Service Providers.
- Help find solutions problems encountered by the Service Providers during the implementation of the project, Responsible for the proper interpretation of the civil design plans, assure that the agreed implementation guidelines and schedules are followed and enforced.
- Assure that safety guidelines are enforced within the job site during the entire construction phase of the project, provide technical assistance to the Service Providers and other discipline with dependencies on the civil works activities, assist Quality Assurance group in auditing as required, prepare accurate weekly/monthly progress report as required, attend coordination and progress meetings as required.
- Maintain a good working relationship with the Client's representatives and all Discipline involved in the project, coordinate site activities and assure that all disciplines directly involved in the project are in phase with the Project goals and objectives, creating, maintaining, updating and producing various reports, as required by the Civil Works Manager or Project Managers, performing other duties that may be assigned from time to time by the Civil Works Manager, assess and control charges to the agreed site design, maintain a direct working relationship with other internal / external units related to the project.
- I have authority required to fulfill the functions, work tasks, and responsibilities stipulated above, only limited by Company rules and regulations, technical supervision for Project roll-out in the area of Civil Works, implementation and enforcement of the adopted quality procedures and processes for civil works.
- Assistance to the Civil Works Manager in all matters related to civil works, Key Result Areas: Customer Satisfaction, meet key project milestones, Site Acceptance.

Dates : From Jun. 2010 till Jun. 2011

Employer : Talaat Mostafa Group (TMG) Holding in Egypt for Constructions & Mechanical & Electro-Mechanical & HVAC & Fire System

Project : Madinaty Projects

Job title : Maintenance / Operation Manager (Projects Management & Maintenance & Installation & Execution & Operation)

Job Description :

- TMG Scope of Work: General civil contractor executing all kind of construction projects including housing & infrastructure projects. Is one of the leading and largest companies working in the field of civil

construction (Registration No.2 in the Egyptian Federation Construction and Building Contractors), executing all kind of construction projects including housing & infrastructure projects. Group works in the Egyptian market and has a main role in developing the construction process with an investment value more than 3 Billion Egyptian pounds. Group is ranked as a First Class in the Egyptian Federation Construction and Building Contractors in the following kind of projects: General contracting building (housing, hotels, etc.) / Steel Structures / Road Paving, Bridges and railways projects / Tunnel projects / Water and Wastewater treatment plants & networks / Gas & Fuel networks and Water & Thermal power stations / Reclamation project.

- Operations and Maintenances Mechanical Functions.
- Projects Planning, Organizing Resources.
- Set all the Supply Chain Preparations.
- Implementing the Projects Installations.
- Manage Sub-Contractors.
- Provide and Control the Installations of the Projects.
- Plan all the Financing for the Project Management.
- The Full Coordination between Different Involved Departments in the Project Implementation.
- In Charge of the Final Delivery of Mechanical Operations to Civil Works and Construction.
- Assume Additional Responsibilities as Assigned by my Direct Manager.

Dates	:	From Jun. 2009 till May 2010
Employer	:	International Turnkey Systems (ITS) Group in Egypt (ITS Group, a leading integrated information technology solutions provider, offers superior products and services that enable organizations to keep pace with the evolving changes in today's competitive business environment, and to meet future challenges and opportunities.)
Job title	:	Etisalat Projects Management and Execution for Telecommunications & Mechanical Projects, Infrastructure and Enterprise Offering Business Unit
Job Description	:	<ul style="list-style-type: none"> • Follow up day to day on site execution. • Monitor the quality of the work done. • Supervise and oversee work done by subcontractors. • Provide technical assistance and knowhow for execution. • Coordinate work on site with other divisions. • Inspect work done by subcontractors to assure its conformance requirements. • Arrange and supervise manpower and material use on site. • Conceptualizing and detailing the Telecom Projects and Enterprise offering business unit. • Detailing and Bills of Quantities. • Sound technical knowledge in design and supervision. • Ensure all production standards and QA & QC tools have been followed by all team at all stages. • Staff Management. • Infrastructure and Enterprise Offering Business Unit Works: Civil Works, Construction, Infrastructure, Installation, Maintenance, Upgrade Network, Telecommunication, Fiber Optics, HVAC and Mechanical Facilities / Utilities in Egypt.

Dates : From May 2005 till May 2009

Employer : Hoi/ASTE for Technical Engineering Company in Egypt
 Hoi/ASTE for Technical Engineering is presently capable of undertaking a telecommunication projects on a Turnkey Basis (including supply and installation material) for the following technology GSM and they are performing work as one of main contractor to VODAFONE in Egypt. Acceptance Respect to Vodafone Technical Guidelines and Protocol - Quality Control - Site Acquisition - Construction - Civil Work - Telescopic Tower and Cow - RDU, RRD, GRD - Palm Tree, Monopole - Roof Top and Green Field.

Job title : Started as Projects Engineer (Manufacturing & Construction) and finished as Projects Sites Manager (Planning & Operation), I achieved targets of work under Company Business Umbrella at Hoi/ASTE for Technical Engineering Company in Egypt as Mechanical & Vodafone Project's Sites Manager & Installation & Implementation & Execution & Operation & Maintenance & Supervision & Processes Coordination.

Job Description :

- Construction Site PM/Engineer.
- Acceptance Site PM/Engineer and Quality.
- Acquisition Site PM/Engineer\Designer.
- Materials Planning PM/Engineer.
- Procurement and Manufacture PM/Engineer.
- Release monthly all materials of sites (towers, shelters, R.F, communication) targets from Vodafone.
- Release daily materials of sites (R.T and G.F) to constructions teams.
- Send weekly sheet contain our materials status report to Vodafone.
- Send weekly sheet contain our daily motions of (towers and shelters) to Vodafone.
- Specify weekly kinds of towers to construct after releasing it (9m, 12m, 15m, 18m, 21m, 36m, 45m, 55m).
- Take returned materials from all sites and revision and send it to Vodafone.
- Discount from subcontractors their mistakes when receive reduced materials.
- Make MRF "material request form" to any material requested.
- Draw As Built Cad for Roof Top and Green Field Site.
- Settle an Account with our Subcontractors.
- Cost Control for Our Acceptance Department.
- Make comments on our site and repair it before Vodafone Acceptance Engineer visit.
- Hand over our site to Vodafone Acceptance Engineer.
- Make design and imagine to Vodafone Site (R.T & G.F) and draw it using AutoCAD.
- Insure our site to carry out Vodafone Protocol.
- Draw Site Layout, Street Map, Plane and Elevation View.
- Study, calculate materials and take information on our site with looking to Site Draw.
- Go to our Warehouse for accept and select materials (Towers, Telescopic Towers, Cows, Poles, RDU, RRD, GRD, Palm Tree, Monopoles, Antennas, Microwave, Feeders and Shelters).
- Procurement and Manufacture Materials (Towers, Telescopic Towers, Cows, Poles, RDU, RRD, GRD, Palm Tree, Monopoles, Antennas, Microwave, Feeders, Shelters and Equipments Preparations.

- Dates** : From 2003 till 2005
- Job Description** :
- Worked at Keriazi Co. for Refrigerators (Control and Production Engineer for OLMA Machine (Punching, Rolling, Bending) of Metal Sheets with PLC Control).
 - Worked as Sales Engineer at Winner Co. for CNC Machines (Turret Lathe & Milling & Drilling & Wire cut & EDM).
 - Worked at GEAM Co. for Grills (Control and Production Engineer for Pressing Machines).
 - Worked at ROYAL EL-SALLAB Co. for Ceramic (my work was maintaining, repairing and troubleshooting all Hydraulic and Lubrication Units for all the Factory and Control Greasing System for Mill & Skin pass Control Leakage System for Hydraulic & Control for Compressors and Pumps).
- Field of experience** : Various and many experiences in the various manufacturing and projects in Egypt and South Sudan, my experience supports me to work and achieve targets of (Solar PV Projects – Solar Energy / Utility – Renewable and Environment – Engineering Service – Manufacturing – Projects – Mechanical – Electro-Mechanical – Operations – Productions – Quality – R&D – Maintenance – Installations – Implementations – Tenders – Technical Office – Processes of Works – Quotations – HVAC – Generators – Pumps – Telecommunications Sites – Civil Works ...etc.) for (Building / Factories / Projects / Sites / Tasks / Targets).