

Holds a B. Sc. in Civil Engineering and has over 12 years experience working in sales and business development.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 02/02/1988
Gender : Male

EDUCATION

: B. Sc. in Civil Engineering, Alexandria University
: Secondary Education: Victory College

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet

TRAINING COURSES AND CERTIFICATIONS

: Marketing and Sales skills training courses.
: Miller Heiman Sales concept course.
: Mini MBA at SA-International.
: Negotiation skills course.
: PMP (project management professional - member at the PMI).
: Steel design (frames – crane girders – cable stay bridges – steel bridges - industrial establishments ...etc.).
: Concrete Design (industrial establishments – solid slab – flat slab - ...etc.).
: Concrete testing (slump – Schmidt hammer – core test - aggregate test - ...etc.).
: Visual inspection certification as level 2.
: Certified ASME for engineers certified from AUC (American University in Cairo) and ASME Organization.
: Elliott la Spezia (Italy) repair procedure for compressors.
: Ebara training for new and after sales marketing training.
: FS-ELLIOTT level 1 & 2 troubleshooting engineer.

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Jul. 2015 till now
- Employer** : Ethos Energy Group (Wood Group JV Turbo-care (Siemens))
- Job title** : Regional Sales Manager MENA region
- Job Description** :
- Responsible for the selling of new and aftermarket services for the Steam turbines, GAS-turbines, Centrifugal GAS compressors, Generators and valves.
 - Profile industries and customers to identify the best prospects for our products/services.
 - Maintain a close awareness of competitor activities in the assigned territory and reports anything of interest.
 - Establish clear sales objectives for the week, month, and year.
 - Maintain an up to date knowledge of Ethos Energy's products and services.
 - Attend trade shows, conferences and other marketing events.
 - Meet targets for sales order intake from assigned territories/product lines with a drive to expand company's profitability.
 - Define a clear strategy for accounts/territories assigned and make sure it is aligned with Ethos Energy's business strategy.
 - Manage appropriate tracking to scope prospects' potential for qualification.
 - In conjunction with Management, develops a bid strategy for each opportunity/enquiry, including bid/decline decisions, service packaging, pricing and terms and conditions.
 - Clearly communicate the features and benefits of our products and services and how they will meet client needs.
 - Provide market intelligence on opportunities, trends, price levels, competitors, etc.
 - Proactive in maintaining customer satisfaction.
 - Work with Commercial and technical team to ensure we deliver our product/service in a way that meets customer needs.
 - Recruit, train, support and motivate sales agents strictly adhering to company guidelines for commercial intermediaries.
 - Assign responsibilities to country agents; sets budgets/targets and clear action plans.
 - Supervise and monitor agents' performance.
 - Maintain details of assigned accounts and full details of relevant opportunities on CRM system, including equipment listings; key decision-makers and their orientation, competitors and relevant progress updates.
 - Develop and maintain positive relationships with existing and new customers.
 - Maintain a close awareness of clients' plans, needs and perception of Ethos Energy.
 - Act to maintain a positive view of Ethos Energy.
 - Produce routine activity and other reports as required.

- Prepare and do presentations.
- Major Achievements:
 - Successfully negotiated awarded long-term contract for valves with ADNOC Gas processing.
 - Successfully negotiated and awarded long-term contract for servicing and spare parts supply on Dresser Rand centrifugal compressors with ADNOC on-shore (ADCO).
 - Successfully negotiated and awarded contract on valves with Arabian power an ENGIE plant.
 - Successfully negotiated and awarded contract for two Steam turbines and generators Alstom 230MW unites major overhauling with Total Tractable power station an ENGIE plant.
 - Successfully negotiated and awarded field service contract with TOTAL ABK.
 - Successfully negotiated and awarded generator and steam turbine Alstom unit medium inspection with Karachi power plant Pakistan.
 - Successfully negotiated and awarded long term contract for maintenance and overhauling of steam turbines and centrifugal compressors GE make with ADNOC GAS Processing-GASCO.
 - Successfully negotiated and awarded long term contract for maintenance and overhauling of centrifugal compressors Dresserrand make with ADNOC GAS Processing-GASCO.
 - Successfully negotiated and awarded long term contract for maintenance and overhauling of centrifugal compressors Siemens & Cooper make with ADNOC GAS Processing-GASCO.

Dates : From Jul. 2012 till Jul. 2015

Employer : HABSHAN TRADING

Job title : Senior Sales Engineer (UAE, IRAQ, Bahrain)

Job Description :

- Responsible for the new and aftermarket sales for the rotating equipment of Elliott centrifugal compressors & steam turbines, FS-ELLIOTT centrifugal Air compressors, EBARA pumps, KOPFLEX couplings.
- Developing business relationships with existing and new customers.
- Maintain the registration and pre-qualifications of the company with all the customers.
- Manage the end user sales activity for the territory including development and implementation of business strategy.
- Grow the business by identifying new opportunities and routes to market for the products and services.
- Participate with all our principals' managers and senior managers to develop marketing and business strategies.
- Ensure customer satisfaction.
- Follow up new business opportunities and setting up meetings.
- Communicate new service developments to prospective clients.
- Oversee the development of marketing literature.
- Writing reports.
- Review tenders and prepare technical and commercial offers.

- Provide senior management with feedback.
- Develop and maintain positive relationships with existing and new customers.
- Meet targets for sales order intake from assigned territories/product lines with a drive to expand company's profitability.
- Responsible for developing new business opportunity.
- Prepare and do presentations.
- Major Achievements:
 - Successfully negotiate, award and manage orders retrofitters for dry couplings on behalf of KOP_FLEX with ADNOC GAS processing GASCO.
 - Successfully negotiate, award and manage contract on behalf of Elliott Turbomachinery with ADNOC GAS processing (GASCO), for the servicing and spare parts supply on Elliott machines.
 - Successfully negotiate, award and manage major overhauling of 3 NUOVO PIGNONE GE centrifugal compressors major overhauling for ELLIOTT with ADNOC GAS PROCESSING (GASCO).
 - Successfully negotiate, award and manage contract with ADNOC OFFSHORE (ADMA) for overhauling, refurbishment and repair of three ELLIOTT centrifugal compressors.
 - Successfully manage 1m USD service contract with ADNOC refinery (TAKREER) for servicing and overhauling contract with EBARA for refurbishment of Ebara pumps.
 - Successfully negotiate, award and manage overhauling of three centrifugal compressors ELLIOTT with ADNOC LNG (ADGAS).

Dates	:	From Jul. 2011 till Jul. 2012
Employer	:	Branch Office of SA-International LTD in Abu Dhabi - AEC Consultant
Job title	:	Business Development Manager (Gulf countries and Egypt region except KSA)
Job Description	:	<ul style="list-style-type: none"> • Study the requirement to establish the new branch office. • Define a clear strategy for GCC and make sure it is aligned with SA-INTERNATIOANL's business strategy. • Maintain the registration and pre-qualifications of the company with all the customers. • Recruit, train, support and motivate sales agents strictly adhering to company guidelines for commercial intermediaries. • Supervise and monitor agents' performance. • Develop company partnership, in each county to guide our team to establish the business in the region. • Managing the ongoing projects and ensure customer satisfaction. • Develop the relation with end users. • Study GCC market business need in the field of oil and gas. • Give a brief Training for the new employers on company services provided. • Following up new business opportunities and setting up meetings. • Planning and preparing presentations. • Communicating new service developments to prospective clients. • Overseeing the development of marketing literature. • Writing reports. • Provide senior management with feedback.

- Major Achievements:
 - Develop our Engineering office.
 - Develop our advanced NDT technology and participate in the process of purchasing the equipment required.
 - Awarded Petrofac contract as TPI for steel fabrication at KARAFI NATIONAL workshop in MUSAFAH, end User ZADCO.
 - Negotiate and award contract with Siemens and ADCO for relay co-ordination for BUHASA and BIDA AI QEMZE power station at Abu Dhabi.
 - Negotiate and award contract with Albanian general contracting, support the project with 36 skilled labors, manage the cost, time and co-ordinate with Albanian-ADCO and System for construction to full fill the requirement at the scheduled time.
 - Negotiate and award contract between AEC and Fluor for providing consultancy services supplies them with 12 engineers and prepare the work break down structure for the project, cost estimation.

Dates	:	From Jul. 2009 till Jul. 2011
Employer	:	SA-International LTD
Job title	:	Senior Business Development
Job Description	:	<ul style="list-style-type: none"> • Follow up new business opportunities and setting up meetings. • Prepare and do presentations. • Communicate new service developments to prospective clients. • Oversee the development of marketing literature. • Write reports. • Provide management with feedback. • Ensure a project is fit-for-purpose and adheres to the project budget and schedule. • Account for engineering tasks to ensure they meet contract requirements. • Interpret clients' requirements, identifying, addressing design parameters, engineering problems and ensuring solutions implemented. • Ensure all justifications for contractual variations during projects are maintained to support subsequent commercial claims. • Evaluating, organizing and prioritizing work within the overall project schedule. • Responsibility for a team of engineers and training/mentoring junior engineers. • Drafting contract administration correspondence. • Major Achievements: <ul style="list-style-type: none"> - Negotiate and award contract with Maersk SCCT: handle contract between SA-international and SCCT port Saeed and prepare 76 technicians for this contract and prepare for them all PPE. Required training required, acting as project manager for team work of 120 people between engineers, accountant, pro., technicians. Contract for two years. - Negotiate and award contract for TECHCORR Robotic tank inspection in QARUN, DAHSHOUR site according to API 653: Work as Egyptian projects Engineer responsible for co-ordinate with the American project manager and communicate with QARUN QA/QC managers and field managers, prepare all Egyptian staff and butting

- plan for procurement require for the project, monthly report required by QARUN managers.
- Negotiate and award contract Off shore rig repair ADRITEC 10 (trans ocean): Projects Engineer for robe access team offshore at ADRITEC 10 at Port Said lead SA-International team to match the schedule, co –ordinate with rig project manager and team to increase process of repairing.
 - Negotiate and award contract with AMOC (shutdown) EDIE current and IRIS inspection according to company species (Oct. 2010): Act as Projects Engineer & Team leader; responsible for estimate time, cost required for the inspection and determine inspection type for each heat x-changer based on the tube's material. Prepare the work method of statements for cleaning process, inspection [process for the tubes before starting inspection, preparing all documents need for the equipment and the team, lead the team in the inspection, report to QC manager of AMOC.
 - Negotiate and award contract with EBIC (shutdown) RFET inspection according to company species (Dec. 2010): Act as Projects Engineer & Team leader; responsible for estimate time, cost required for the inspection and determine inspection type for each heat x-changer based on the tube's material. Prepare the work method of statements for cleaning process, inspection [process for the tubes before starting inspection, preparing all documents need for the equipment and the team, lead the team in the inspection, report to QC manager of EBIC.
 - Negotiate and award contract with MIDOM (shutdown) IRIS Inspection according to company species (Apr. 2011): Act as Projects Engineer & Team leader; responsible for estimate time, cost required for the inspection and determine inspection type for each heat X-changer based on the tube's material. Prepare the work method of statements for cleaning process, inspection [process for the tubes before starting inspection, preparing all documents need for the equipment and the team, lead the team in the inspection, report to QC manager of MIDOM.
 - Negotiate and award contract with Abu Qir Power Station for AVIC-ZTPC NDT. QA/QC Engineer at AVIC-ZTPC ABU QIR Power Station with SA-International: Responsible for reviewing all WPS and WQT for Carbon steel, p 91 alloy and p 22, Preparing welders test and certifications before start work, check all tools calibration before start weld, prepare joint with the pipe fitter, choosing welders SMAW and GTAW to start weld, supervision on the welders while working on the joint and check the joint after finishing weld prepare all visual report require for the joints according to ASME B31.1 power piping.
 - Negotiate and award contract with KHARAFI NATIONAL EL-SHABAB Power Station tanks inspection according to API 653 (Dec. 2010 - for two weeks). Work as QA/QC Engineer: Inspection processed of two solar tanks in-service inspection according to API 653, responsible for preparing all visual for roof, shell, floor, pipelines feed line outline, valves, and ground of the two tanks and cathode protection of the tanks. Supervise the operation chart of the two tanks for one-month give the recommendations.