

102164-CHE-58EOS-E-2001

Desalination Technical Manager

Holds a B. Sc. in Chemistry & Physics and has about 19 years' experience working in the Water and Energy treatment applications in many types of industries (Pharmaceuticals – Chemical treatment plants – Cement industries - Steel industries - Petrochemicals industries, etc.).

PERSONAL DATA

Nationality : Egyptian
Birth Date : 21/03/1980
Gender : Male
Marital Status : Married
Residence : Assiut

EDUCATION

: B. Sc. in Chemistry & Physics, Assiut University, 2001

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Access, Power Point), Internet
: RO OPTIMIZER
: Uno program (NALCO UNO)
: 3DT Cooling tower optimizer
: VANTAGE PROGRAM
: Photo Editor
: Lotus Notes
: 3D Trasar optimizer for cooling systems & closed loop
: 3D Trasar Configurator for cooling systems & closed loop
: Nalco Monitor and Pathfinder simulation software

TRAINING COURSES AND CERTIFICATIONS

: Engineer-In-Training (EIT).
: Maintenance and Operation of Water Treatment Stations (Assiut Cement Co.).
: Maintenance and Operation of Purified Water Sys (T3A Industrial).

- : Maintenance and Operation of Waste Liquid Treatment Plant (Cairomatic & T3A).
- : Maintenance and Operation of Swimming Boll (Assiut Cement Co.).
- : Maintenance and Operation of Boilers (Cairomatic & T3A).
- : Analysis of water (Cairomatic & T3A & Assiut Cement Co.).
- : Basic Fundamental for Water Treatment (CWTS-1) - (EGWWTA).
- : Purified Water Systems (Training with Akhnaton for Engineering).
- : Maintenance and Operation of Water Treatment Stations (EGWWTA).
- : Nalco trainings:
 - (PAC I) Wastewater Treatment sciences & Technologies (WWTP).
 - Versatile Salesperson (VSP).
 - Counselor Salesperson (CSP).
 - (PAC II) Power Generation & Related Chemical treatment programs, Equipment, and technologies (Steam boilers, Co-Gen plants, Reverse Osmosis Systems, etc.).
 - (PAC III) Cooling water systems & Related Chemical Treatment programs, equipment & technologies (Open recirculation Cooling towers, once-through cooling systems, closed cooling loops, etc.).
 - SOS Safety Training.
 - Safety on Site (SOS) and 36-month refresher.
 - Behind the Wheel (Every 36 months).
 - Risk Assessment Safety Net On-line.
 - Hearing Conservation - Safety Net On-line.
 - Respiratory Protection - Safety Net On-line.
 - Chemical Transport Training (on-line through Lions, annual).
 - Respiratory Fit Test.
 - Nalco's Code of Ethical Business Conduct (on-line).
 - 7 Habits of Highly Effective People.
 - Good Manufacturing Practice (GMP) by lectures in the factory.
 - Boilers and cooling systems Water treatment technical training, Nalco Saudi.
 - SOS (Safety On site) refresher training, Nalco Saudi.
 - I-LEAD Compass level I Training in Bahrain.
 - Nalco Monitor fouling control & Energy Management technical training in Bahrain.
 - Basic First Aid/CPR in KSA.
 - Reverse Osmosis technical training in Dubai.
 - CSP (Counselor Salesperson) in Bahrain 2009.
 - 3D Trasar for cooling towers and closed loop systems in Dubai.
 - CPI technical training in Yanbu.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From May 2020 till May 2021
Employer : Alwaslchem Co. - Riyadh, KSA
Job title : Desalination Technical Manager

- Dates** : From 2009 till May 2020
- Employer** : Nalco Champion an Ecolab Co. - Riyadh, KSA
- Job title** : Application Engineer – D258
- Job Description** :
- Provide Technical and consulting support inside Customer sites and follow up operational data and troubleshooting (CIB) supported with SR/Normalization Report and Executive Summary on monthly basis.
 - Provide Technical and consulting support inside the district (D258).
 - Conducting technical audit, data analysis and collection, running simulation models, writing reports, and presenting the recommendations/findings to the customer.
 - Provide technical assistance and troubleshooting to the customer in the areas of Water treatment systems / WWTP /BOILERS.
 - Provide Water treatment systems /Cooling systems /WWTP /BOILERS Technical assistance to customers on a regular basis.
 - Provide Water treatment systems / Cooling Systems /WWTP /BOILERS technical seminars and/or presentations for account Accomplish sales & profit objectives for assigned territory through phone calls to potential customers Implementation of account action plans, reviewing performance, and improving current accounts performance/sales.
 - Provide regular progress reports to my managers with regard to my current plan.
 - Managing the operation and maintenance of remediation systems; evaluation of data and preparation of technical reports based on the results of field sampling activities; preparation of engineering plans and specifications for the dept.
 - TCO projects, Development cost estimates; preparation of process and instrumentation diagrams.
 - Works using expert sales and application knowledge to increase sales and provide effective technical service to major accounts within the district.
 - Provide customers with expert technical service in all major applications.
 - Establish role as an authority on new technical developments and shares technical knowledge with customers to enhance their operations and satisfaction.
 - Establish business and social relationships with the customer.
 - Use of technical experience to identify the solution, and treatment recommendations and provide customer support.
 - Setting business plans and strategic development.
 - Day-to-day prospecting of client relationships, including site visits to review evaluation & monitor process performance.
 - Implementation of site development strategy to maximize potential business.
 - 6ss (six service standard model), CMV, CRM implementation.
 - Ensure sustainability of an existing business.
 - Inventory management and forecasting.
 - Sample of major clients handled with Nalco since 2009:
 - Under WPS (2009:2012) Al Fatah RO plant in Jubail / Maaaden Phosphate Company Ras Alkahir.
 - Under WPS service (2012:2016) Jeddah Area, STOM, MEPCO, Umm Alquraa University, Mars Factory. Conrad, Hyatt Regency, and Jeddah Hilton.

Dates : From Jan. 2006 till Aug. 2008
Employer : T3A Co. - Assiut, Egypt
Job title : Utility Engineer
Job Description :

- Working as Utility Supervisor as beginning with the company.
- Then promoted to Maintenance Manager Assistant.
- Managing all sections of water treatment Plants / Boilers / HVAC / WWTP / Maintenance of production area.
- Performed data analysis and provided recommendations to achieve company goals.
- Played key role in Utility Dept. that resulted in Best performance for many years.
- Prepared and manage Maintenance plans and Calibration Master plans for equipment, implement system Validation protocols.

Dates : From Jan. 2004 till Jan. 2005
Employer : Assiut Cement Co.
Job title : Water Treatment Plant Manager Assistant
Job Description :

- Performed data analysis and provided recommendations to achieve Company Goals.
- Played key role in designing Water treatment Plant that resulted in prospective results.
- Saving on supply costs by working closely with suppliers to ensure that all components met department quality standards.
- Spearheaded development of Quality Control and Management Department.
- Analysis of the annual budgets.
- Coordinated manufacturing, construction, installation, and maintenance projects for an engineering team to complete per customer requirements.
- Prepared specifications of water treatment systems / HVAC / WWTP and Production equipment's to ensure that installation, Maintenance, and operations conformed to standards and guidelines.
- Developed strategies including the design and verification of instrument level diagnostics.
- Managed a cross-functional reliability team that reduced product failures /deviations.
- Reverse engineered hardware to facilitate documentation.

Field of experience :

- Propose Boilers and cooling systems chemical treatment programs for corrosion, scale, and microbiological inhibition.
- Commissioning and start-up of 3D Trasar units for open and closed cooling systems.
- Steam generation units and Cooling Water troubleshooting.
- Assist in the preparation of reports detailing technical problems and solutions to initiate necessary corrective product modifications and/or recommended process changes.
- Training and coaching for Nalco junior staff.
- Pre-commissioning, commissioning, Start-up Support & planning.
- Stock management and forecasting.
- Trainer for utilities and Process operations teams.

- Conduct detailed plant survey and identification of Critical areas in the plant that influence plant efficiency “process and water”.
- Submit of detailed technical and commercial proposal for Major tenders.
- Coordinate business between finance, logistics department, and the customer.
- Commissioning & start-up of utility systems in refinery and petrochemical plants.
- Implementing of BPGA "Best Practice Gap Analysis" for water & process side.
- Shut down activities support and consultancy for both wet and dry lay-ups for steam generation and cooling systems.
- Conducting follow-up meetings with the customer, monthly meetings, and Business reviews.
- Inspection activity to evaluate the performance of the chemical treatment programs.
- Working as part of the team to develop both new and existing businesses.
- Involved in developing work strategies. Liaising with internal and external customers & the dealer network to answer and resolve their queries.
- Identifying and then researching potential leads and opportunities. Constantly developing existing Technical processes which will generate sustainable growth.
- Responsible for developing own portfolio of customers. Collect all the information required to create a request for an estimate.
- Writing accurate & informative reports and documentation. Contact prospective clients by phone and email. Identifying the work needs. Dealing with a diverse range of clients in the private and the public sector. Evaluating competitor activity and developing appropriate responses.
- Follow up Preventive maintenance and Operation plans of Purified Water system - Preventive maintenance and Operation - preventive maintenance and Operation of waste liquid treatment Plant - the Monitoring the Quality of the treatment systems/equipment.
- Personal Eligibility:
 - The ability to lead teams covering wide geographic areas.
 - Preparing market survey studies and target accounts lists for Technical/ Marketing teams.
 - Managing the application of operation and maintenance programs.
 - Familiar with automation and chemical treatment application systems Nalco (3DT TRASAR).
 - Monitoring & implementation of agreed plans & contracts.
 - Developing & conducting product orientation training programs to key accounts.
 - Executing changes to increase profitability and develop customer satisfaction.
 - Providing Return on Investment Studies (ROI) for Key Accounts.
 - Surveying Systems for Chemical Treatment Programs Application.
 - Preparing appropriate Solutions by Chemical Treatment/ Equipment's.
 - Training in Quality control and checking raw materials.
 - Developing account strategy and preparing account budget annually, and updating monthly forecast.

- Ensuring that sales, distribution, and pricing objectives are all achieved.
- Evaluate & size up the accounts with action plan to improve turnover.
- Negotiation with suppliers for better offers.
- Preparing and submitting offers.
- Setting up and performing presentations (using adobe Photoshop, premier, power point).