

Holds a B. Sc. and a Diploma in Chemistry / Biochemistry and has about 18 years experience working as Water Treatment Sales and Service Specialist.

## **PERSONAL DATA**

Nationality : Egyptian  
Birth Date : 16/01/1982  
Gender : Male  
Residence : Cairo

## **EDUCATION**

: B. Sc. in Chemistry, Zagazig University, 2003  
: Post graduate Diploma in Biochemistry, Zagazig University, 2021

## **LANGUAGES**

Arabic : Native Language  
English : Fluent

## **COMPUTER SKILLS**

: Windows, MS Office, Internet

## **TRAINING COURSES AND CERTIFICATIONS**

: OSHA General industrial safety & Health (29 CFR1910), AUC - Cairo – 2007.  
: OSHA construction industrial safety & Health (29 CFR1926), AUC - Cairo – 2007.  
: Gc/Ms. and HPLC training (2013).  
: Safety onsite training (2016).  
: Boiler Water Treatment Technical Training (2017).  
: Risk Assessment & Hazard Identification.  
: Scale, Deposit, and Fouling control.  
: Boiler Water and Steam Cycle.  
: Water Treatment programs.  
: Cooling Water Basics.  
: Basic Types of Waste Water Treatment.  
: Diploma in Boiler Problems and Solutions.  
: Diploma in fundamental petroleum.

: Water treatment and safe storage.

## CHRONOLOGICAL EXPERIENCE RECORD

**Dates** : From Oct. 2020 till now  
**Employer** : Bertsch Energy, Cairo (manufacturer of waste heat recovery boiler, heat exchanger, power plant)  
**Job title** : MENA Regional Representative  
**Job Description** :

- Preparing annual regional sales plan.
- Following up new projects Trends and forecast quarterly and annual profits.
- Prepare and review the annual budget related to my area of responsibility.
- Achieving sales targets in the first year.
- Sell our partners products to extend their presence in MENA region.
- Interface with Client and manufacturing in the manufacturing, and cost analysis.
- Contacting and Schedule visits with customer and understanding end user needs.
- Conducting BGA, ensuring that the technical-commercial proposal as per our client demands.
- Closing sales very well with the clients.
- Follow up with logistic team the cycle from end to end.
- Handling Trema Verfahrenstechnik GmbH is a specialist in industrial exhaust air cleaning.
- Handling Amerair USA and Amtrad Belgium waste water odor control system.

**Dates** : From Jul. 2019 till Jul. 2020  
**Employer** : AES ARABIA Limited, Khobar, Saudi Arabia  
**Job title** : Water Treatment Executive  
**Job Description** :

- Hitting chemicals sales target.
- Established over 10 new clients to our company.
- Responsible for quoting customer requests and projects in a timely manner.
- Contacting and Schedule visits to potential customers to review projects and to build trust.
- Service and troubleshooting for water treatment chemicals applications for different industries (Pharmaceutical, Food & beverage, steel, etc.).
- Evaluating chemicals tender and preparing technical and commercial proposal.
- Analyzing the data, offering the proper and cost-effective solution to the end user.
- Discussion with sales manager the sales plan and providing feedback to be developed.
- Follow up with logistic team the cycle from end to end.
- Support Technical team to achieve our company target.

**Dates** : From Apr. 2016 till Feb. 2019

**Employer** : Nalco Champion, Dammam, Saudi Arabia

**Projects** : RAS TANURA Refinery, TANJEEB Gas Plant, SAFANIYA Gas Plant, BERRI Gas Plant, Juaymah Gas Plant, KHURSANYIA Gas Plant

**Job title** : District Representative

**Job Description** :

- Increasing Nalco chemical sales and 3DTrase sales at Aramco site and exceeding the sales target.
- Tuned communication to achieve sales goals, trained and mentored team members.
- Achieve saving MEDS cleaning cost at plant J-94 RTR refinery by extending cleaning period of MEDs.
- Supporting my team for process chemicals applications (filming amine, corrosion inhibitor, demulsified).
- Adjusting caustic soda dose for desalter at khuff condensate plant J-64 and conducting sour water analysis.
- Maintaining 3-DTCOSE for chloride and pH online measurement for Plant #15 and checking, adjusting chemicals dosing pump.
- Adjusting check dose of corrosion inhibitor for hydrocrack plant J-90 and for J-24 reformer plant.
- Checking and monitoring equipment related water treatment applications performance requirements.
- Conducting Equipment's inspection and detailed report during T&I.
- Recommend add value project Based on BGA report.
- Preparing Daily, weekly OFF target and KPIS Monthly report.
- Following up application engineer performance.
- Providing training semiannual for Plant operators.
- Conducting Deaerators and condensate Oxygen study to evaluate performance.
- Presenting semiannual business review and highlighting plant findings, performance, recommendation and add value project development where applicable to higher management.
- Checking all water treatment product and application performance.
- Operating and maintaining chemicals automation technology and presenting value added to end user.
- Preparing chemicals forecasts and maintaining consumption with Budget and operation excellence.
- Conducting new product trial successful criteria agreement and Conducting trial at Aramco site.
- Work with R&D to develop product chemistry.

**Dates** : From May 2008 till Mar. 2016

**Employer** : SAAD Group, Khobar, Saudi Arabia

**Job title** : RO Plant Engineer

**Job Description** :

- Accountability and Supervision of operation and maintenance RO, Dialysis unit and water quality for different company sites.
- Operation, and maintenance for RO plants and dialysis unit at Saad Specialist Hospital.
- Maintain reliable condition and manufacture recommendation and JCI standards.
- Disinfection and chemicals cleaning for pipe lines, RO unit.

- Conducting planned preventive maintenance and corrective maintenance.
- Keep Observing, recording all operation parameters analysis all data to identify the System condition and do proper action to keep excellent and smooth operation.
- Keeping track of chemical inventory of all the sites.

**Dates** : From 2006 till 2007  
**Employer** : ALRADWAN Water Factory, UAE  
**Job title** : Chemist  
**Job Description** :

- In charge of HSE and Ensuring and implementing HACCAP standard to ensure water quality.
- Operation, and maintenance RO plants for drinking and dialysis unit on reliable condition.
- Conducting microbiological and chemical water analysis and maintaining water quality.
- Conduct Filter backwash and disinfection and chemical cleaning.

**Dates** : From 2004 till 2006  
**Employer** : PWT, Egypt  
**Job title** : Service & Sales Chemist  
**Job Description** :

- Daily Client visit, conducting water treatment service for cooling tower and boiler.
- Presenting PWT chemicals products.
- Conducting water treatment service, water analysis, optimizing chemical dosing pump.
- Review the chemicals inventory and consumption.
- Conducting chemical cleaning for chillers and pipe lines.

**Skills:**

Ability to measure and analyze key performance indicators ROI and KPIs, Strong organizational skills with a problem-solving attitude, Presentation Skills, Professional Communication, Proven work experience as Technical Sales Specialist.