

Holds a B. Sc. in Electrical Engineering (Communication & Electronics Section) and has over 16 years hands-on experience working in sales and business development.

## PERSONAL DATA

Nationality : Egyptian  
Birth Date : 25/01/1981  
Gender : Male  
Marital Status : Married  
Residence : Shoubra, Cairo

## EDUCATION

: B. Sc. in Electrical Engineering (Communication & Electronics Section), Helwan University, 2003

## LANGUAGES

Arabic : Native Language  
English : Good

## COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Access, Power Point), Internet

## CHRONOLOGICAL EXPERIENCE RECORD

**Dates** : From Oct. 2015 till now  
**Employer** : CHINT GROUP  
**Job title** : Business Development Manager  
**Job Description** :

- Conducting Egyptian, Middle East and Africa region market analysis to reach target projects list and evaluating suitable regional opportunities.
- Generate Business Growth for CHINT Products (PV Systems, GIS Substation, MV & LV Switchgear and Power and Distribution Transformer) in the ME/Africa and Egyptian Market.
- Increasing the sales and the profitability of the company as well as initiating business plans for target projects.
- Investigating projects conditions and applying risk analysis prior to participating in bids.
- Selecting the suitable project team, partners and Panel Builders for new projects (on local and international level).
- Managing the bidding/tendering process with the consultants/ Utilities Segments in coordination with the company's technical and contract departments.

- Strongly connecting with clients, investors and consultants until award of project and maintaining high level of connection to solve operational issues smoothly if escalated by client/consultants (after-sales services).
- Assisting operations department in claims settlement with clients/consultants.
- Serving as a member of the company's executive committee that runs the company operations.
- Managing the marketing strategy for the company to open new business channels as well as representing the company in conferences and exhibitions and attending main related industry events.
- Connecting with the governmental entities responsible for the new investments and projects in the country.
- Coordinating with the board and Regional Director of the company on future plans and regional expansions.

**Dates** : From Nov. 2012 till Oct. 2015

**Employer** : Electro George Group

The company is dedicated to the Design, Assembly and Maintenance of Low and Medium Voltage Panel Boards, switch gears, Busway System and other electrical equipment as per International Standards (IEC & UL). Electro George is an authorized assembler for General Electrical (GE) and (Siemens) to be their Sole License for:

- Manufacturing Low Voltage Switch Gears and Busway System (GE).
- Manufacturing Medium Voltage Switchgear (Siemens).

**Job title** : Sales & MV Product Manager

**Job Description** :

- Responsible for the adoption of a Medium Voltage Switchgear and Transformers for the Consultant offices and companies engaged in the production and Utilities and Water segments.
- Provide technical support in medium voltage Switchgear and Distribution Transformer for customers and sales team.
- Lead the sales team to achieve Regional sales & margin targets.
- Generate & achieve sales through projects & distribution network.
- Development and management of distributors among gulf region.
- Customer base - dealers, consultants, contractors, panel builders & Utilities Company.
- Develop & maintain excellent relationship with customers in Egypt and Africa Promote various brands & products with customers.
- To be aware of local competitor activity and products.
- Achieve business growth & increase market share.
- To achieve specification targets with consultants, developers & Government departments.
- Devise & implement a marketing & communication plan within the agreed budget (Swat Studies, Sales Leads, ...etc.).
- Studying the Company Chances in Market and Create New Markets (Locally and Globally).
- Organizing Seminars for Our Client, Consultants to Keep Full Technical Support.

**Dates** : From Dec. 2010 till Nov. 2012

**Employer** : Schneider Electric

**Job title** : Project Sales Expert

**Job Description** : 

- Worked as Projects Sales Expert for all products of Schneider Electric Egypt (Low Voltage Components, automation and control Systems).
- Generate Business Growth for Schneider Electric Products in Contracting and Oil & Gas Sectors.
- Lead the sales team to achieve country sales & margin targets.
- Generate & achieve sales through projects & distribution network.
- Development and management of distributors.
- Customer base - dealers, consultants, contractors, panel builders & Government Institutions.
- Develop & maintain excellent relationship with customers.
- Promote various brands & products with customers.
- To be aware of local competitor activity and products.
- Achieve business growth & increase market share.
- To achieve specification targets with consultants, developers & Government departments.

**Dates** : From Oct. 2005 till Dec. 2010

**Employer** : Elsewedy Group

**Job title** : Senior Sales Engineer

**Job Description** : 

- Worked as Elec. Senior Sales and Marketing Engineer for all products L/MV Cables, Low and Medium Voltage Switchgear Power (ABB, SEL Italy and ZWAE Poland) Distribution Transformer Lighting Systems.
- Responsible for the Sales Projects of Companies in General Contracting Sector and Utility Companies.
- Follow up Client Requirements and Tenders.
- Study the Technical Specification of the Tenders and Inquires.
- Product Cost Calculations.
- Prepare Technical and Commercial Offers in conjunction with other Departments (i.e. Design, Production ...).
- Negotiate with customers until we get the order.
- Interface extensively with Customer for any Requirements until Furnishing the Material.