

Holds a B. Sc. in Technology and has about 15 years' experience working in telecommunication field.

## **PERSONAL DATA**

Nationality : Egyptian  
Gender : Male  
Marital Status : Married

## **EDUCATION**

: B. Sc. in Technology, Modern Academy for Engineering, 2008

## **LANGUAGES**

Arabic : Native Language  
English : Good

## **COMPUTER SKILLS**

: Windows, MS Office, Internet

## **TRAINING COURSES AND CERTIFICATIONS**

: Calix GPON Technologies Certified Design and Simulation GPON technology.  
: FTTH design R&M Certified installer Manager.  
: Leviton Design and Implement Fiber and Copper Data Network infrastructure.

## **CHRONOLOGICAL EXPERIENCE RECORD**

**Dates** : From Apr. 2020 till now  
**Employer** : NileICT  
**Job title** : Presales Manager  
**Job Description** :

- Preparing and finishing all designs, RFQ, RFP, RFI for below Systems including technical Presentation.
- Data Center Solutions Datwyler.
- FTTX passive infrastructure "Hexatronic, Leviton, OFS, CommScope".
- P2P Passive infrastructure "Norden, Leviton, Hexatronic, OFS".
- Active Ethernet "Cisco, HP, Extreme, Rukus".
- GPON "Calix, ELTEX, Huawei".
- Firewalls "Sonic Wall, Junipers, Fortinet" 7 - Servers "Dell, HP".

- All Low Voltage Systems including CCTV, Access Control, Public Address, Gates, Barriers, Fire alarm.

**Dates** : From Sep. 2018 till 2020  
**Employer** : Fibre Misr Systems “Benya Systems“ - Cairo  
**Job title** : Project Manager  
**Job Description** :
 

- Finalized project financial records while collaborating with financial controllers' executives.
- Increased effectiveness of bidding processes by reviewing contractor scopes and material take off.
- Developed long-term business strategy by using customer feedback to identify necessary process improvements.
- Closely collaborated with project members to identify and quickly address problems.
- Maintained tactical control of project budgets and timelines to keep teams on-task and achieve schedule targets.
- Held to pre-determined schedules and worked with subcontractors to cut costs and complete projects on time and under budget.
- Created full-scope cost estimates for bid builds and designed build projects.
- Delivered projects to pre-determined budget, maintaining time parameters and quality standards.
- Performed detailed assessments of risks to determine constraints and develop mitigation strategies.
- Adjusted project plans to account for dynamic targets, staffing changes and operational specifications.
- Sourced additional resources and staff to meet timeline demands.
- Educated key personnel in appropriate production methods to achieve expectations and meet quality control standards.

**Dates** : From Sep. 2018 till 2020  
**Employer** : Fibre Misr Systems, Cairo  
**Job title** : Presales Consultant  
**Job Description** :
 

- Researched and organized competitor information using Designs and Technical Sheets.
- Wrote media alerts and developed social media campaigns to promote Product,
- Set up and broke down promotional booths and tents, talked to potential customers and Action for successful promotional events.
- Organized and stocked merchandise to keep necessary levels for sales demand.
- Communicated product value, quality and style to educate and entice potential customers.
- Analyzed consumer usage patterns to identify trends and target key demographics.
- Planned and organized sampling events by working hand-in-hand with retail store managers and leaders.
- Managed quality assurance program, including on-site evaluations, internal audits and customer surveys.

- Implementing cost-saving initiatives that addressed long-standing problems.
- Monitored social media and online sources for industry trends.
- Increased customer satisfaction by resolving Product issues.
- Maintained excellent attendance record, consistently arriving to work on time.
- Followed all policies, regulations, dress codes and schedules.
- Proficiency in AutoCAD, base-mapping, GIS and layering, fundamental knowledge of Outside Plant, running line, conduit and cable design for copper, fibre optics, coax, manholes, hand holes, Make-Ready Engineering and poles (aerial and underground).
- A thorough understanding/ experience in the Outside Plant telecom industry, public right-of-way, private easements, existing utilities such as water, sewer, electric, gas, and other underground and aerial utilities.
- Site surveys, translating field notes to develop and update conduit/ cable engineering design drawings in AutoCAD.

**Dates** : From Jan. 2013 till Sep. 2018  
**Employer** : SPEC, Giza, El-Dokki  
**Job title** : Presales Engineer  
**Job Description** :

- Presented proposals to customers at industry events, such as conferences and trade shows.
- Liaised with suppliers and third-party service vendors to maintain accurate, up-to-date pricing list for sourced components.
- Coordinated with third-party stakeholders to draft multi-provider bids and proposals.
- Communicated directly with potential customers, fielding initial calls to elicit full business proposals.
- Collaborated with bid project team to assemble proposals and produce customer-facing materials.
- Analyzed proposals to verify correct project scale while assessing and defining quoted profit targets.

**Dates** : From Jan. 2013 till Sep. 2018  
**Employer** : SPEC, Giza, El-Dokki  
**Job title** : Technical Manager  
**Job Description** :

- Operated CCTV equipment, radios and ancillary equipment to reduce crime, disorder and fear of crime.
- Investigated prior incidents on CCTV to prepare reports for local authorities.
- Analyzed company processes to determine outsourcing feasibility.
- Delivered exceptional programming to audience members by always researching events, guests and programs thoroughly.
- Maintained accurate records of customer service calls and inputted all information into company's database.
- Fully installed fire alarms and various security devices.
- Responded to maintenance calls and troubleshoot devices.
- Educated customers on preventive care and regular maintenance to prevent system malfunctions.

- Supported value engineering and architectural review processes.
- Created designs and blueprints using AutoCAD according to customer specifications, timelines and supply inventories.
- Collaborated with design and engineering staffs to solve AutoCAD and related issues.
- Sustained optimal sender score on two IPS, enhancing inbox delivery and corresponding metrics.
- Delivered network technology training to junior team members and end-users, enhancing knowledgebase and team productivity.
- Established, repaired and optimized networks by installing wiring, cabling and devices.
- Managed system-wide operating system and software deployments, as well as any related upgrade problems.
- Investigated and corrected problems with printers, copiers and other peripheral devices.
- Installed and serviced various security, fire alarm and closed-circuit TV systems for both residential and business clientele.
- Reviewed blueprints and project specifications ahead of time to fully understand all key details of job.
- Successfully managed multiple projects and several work teams on consistent basis.
- Identified problematic components and wiring issues and applied troubleshooting techniques.
- Responded to problems with processing and production equipment and completed timely repairs.

**Dates** : From Jan. 2011 till Dec. 2012

**Employer** : Network Operations Center Docomo Inter Touch – Manila, Taguig City - Philippines

**Job Description** :

- Accurately documented user support activities, such as system problems, corrective actions, resolution status and completed equipment installations.
- Worked with users to diagnose and resolve network and device problems and implemented established technical or procedural solutions.
- Monitored and analyzed system performance, such as network traffic, security and capacity.
- Accurately read, understood, and carried out written instructions.
- Developed and implemented procedures for preventive maintenance, backup and data recovery.
- Consulted with clients to identify business and technical requirements for proposed system modifications and technology purchases.
- Repaired cut cable of various sizes and worked with color-coded wires and cables.
- Oversaw business telecommunication networks, including telephones, office equipment, internet, and cable.

**Dates** : From Dec. 2008 till Jan. 2009

**Employer** : Arab Brue Consultants

**Job title** : AutoCAD Designer

**Job Description** :

- Supported value engineering and architectural review processes.

- Created designs and blueprints using AutoCAD according to customer specifications, timelines and supply inventories.
- Collaborated with design and engineering staffs to solve AutoCAD and related issues.
- Tracked team work hours and submitted documentation.
- Rendered schematics for over designs in AutoCAD to produce 2D and 3D models.
- Trained junior employees on AutoCAD and company design standards.
- Generator Loads, Electricity Loads, elevators Loads and Designs, Power Consumption, ELV Designs, interior and Exterior Lights Designs Using Egyptian Electric Codes for Design and Calculations.

### **Projects:**

- Ministry of Planning: "CCTV - Project Manager.
- Institution of Planning "MX-one Telephony Switch - Project Manager.
- Technical Research Department "MX-one Telephony server – Call Recording Sys. - Technical Support Manager.
- Shooting Club "CCTV" - Presales Manager.
- NUWIBAA Port "PA" - Presales Manager.
- GAEB "Conference System - Presales Manager.
- Med-Green Factory "CCTV" - Presales Manager.
- Alexandria Library: "CCTV - Presales Manger.
- Ahmed Maher Hospital "MX-Telephony Switch - Technical Support.
- Oasis Culture "CCTV – Data Network – PA – Access Point – 470 Telephony - Project Manager.
- ALARAB Hospital: "Data Network – CCTV – 470 Telephony – PA - Project Manager.
- ALKASR ALAINEE Hospital: "MX-Telephony Switch - Technical Support Manager.
- ALSUIZE Thermal Power Plant: MX-Telephony Switch – Voice Mail – Paging.
- WADI DEGLA Club: "MX-Telephony Server- Technical Support.
- New Capital - Project Manager Fiber Misr Systems Copper and Fiber infrastructure.
- Ministry of Education. -Elearn Development.
- Mena Garden Project Manager Fiber Misr Systems FTTX.
- New Giza Fiber Misr Systems FTTX GPON, Digital Sinage, IPTV, CCTV, Access Control, Fire Alarm.
- Mountain View Fiber Misr Systems FTTX, GPON.
- Air Defense GPON, Triple Play, AutoCAD Designs, CCTV Presales Manager.
- Military Fish Plant Micro Guard, Premises and intrusion Detection System Presales Manager.
- New Education Development, Ministry of Education, Data Center Design and Preparation, Fire alarm, Raised Floor, False Ceiling, CCTV, UPS, Racks, Switching, Connectivity Fiber and Copper, Access Control Presales Manager.
- New Special Education in qena CCTV by Pelco.
- CPC "NileICT – Passive Infrastructure Designs by Hexatronic – Technical and Commercial Proposals".

- Etisalat RFP “NileICT Technical and Commercial Proposals”.
- Orange Chillout Park – October Park Technical and Commercial Proposals.

Skills:

- Multi-site operations.
- Project planning and development Technical Support.
- Systems Installation, Configuration, and Upgrading.
- VMware Virtualization.
- New product introductions strategies.
- Project Management.
- Testing and Conversion Plans AutoCAD Designs.
- CCTV Designs/ Installation PBx Configuration/Installation.
- Access Control Design/ Installation FTTX, IPTV, STTH, Milestone Software, Network Passive and Active Experience, GPON, Microsoft Office, AutoCAD, FTTX, GPON, CCTV, Access Control, Network, Technical Support, Technical Project Management, Windows, Public address, Cabling, LAN, Network, Audio Visual, IPTV, Triple Play.