

Holds a B. Sc. in Industrial Electronic & Auto Control Engineering and has about 15 years experience in design of Control & SCADA systems, and instrumentation. Has extensive experience in Oil & Gas, Petrochemicals, water & wastewater, Electricity (production, transmission and distribution), other industries automation, and EPC's. Proficient in Schneider, Rockwell Automation, ABB and Siemens Control & SCADA Systems.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 31/03/1985
Gender : Male
Marital Status : Married
Residence : Gesr El Sues, Cairo

EDUCATION

: B. Sc. in Industrial Electronic & Auto Control Engineering, Menoufia University, 2007

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

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

TRAINING COURSES AND CERTIFICATIONS

: English Language course (2011).
: ICDL Instructor.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jan. 2016 till now
Employer : Sahara Group for Engineering & Trading
(Automation System Integrator for Rockwell Automation "Allen Bradley" (PLC / DCS / HMI / SCADA) and Schneider Electric Automation (PLC / DCS / HMI / SCADA), HMI / SCADA))
Job title : I&C Proposal Senior

- Job Description** :
- Supervised and provided guidance to Proposal Engineers, ensuring proficient handling of inquiries and comprehensive preparation of Control & Instruments Tenders.
 - Delivered pre and post-sales technical support, showcasing expertise in PLC/PAC Systems, networks, and communication protocols.
 - Formulated responsive and effective solutions for tender submissions, playing a pivotal role within the Bid Team.
 - Actively participated in customer meetings, offering Pre and Post-Sales Support to the Sales Team.
 - Collaborated with suppliers to obtain precise quotations for essential project materials and instruments.
 - Ensured alignment with customer requirements, contributing recommendations for training and improved customer satisfaction.
 - Managed the Control & Instruments bid process, evaluating tenders, assessing risk factors, and driving accurate bid decisions.
 - Orchestrated comprehensive cost estimates, considering material, equipment, and manpower needs, leading to reliable bidding practices. Worked closely with Sales leads to strategize and execute successful bid wins.
 - Maintained effective communication with clients and consultant representatives for technical clarifications during the tender phase. Supported end-to-end bid management, ensuring synchronization with organizational objectives and customer frameworks.
 - Manage the development of plans for tender process activities to achieve targets.
 - Clarification of bid conditions and management of the tender preparation.
 - Monitoring of the bid management in order to ensure it is aligned with the organization's requirements.
 - Contribution in cost and price calculations.
 - Coordination of tender reviews and deadlines and adjusts them to the frameworks given by the customers.
 - Developing plans for team activities to improve strategy.
 - Generate weekly tender status reports highlighting progress on concerned tenders.
 - Prepare monthly status reports as related to tender wins/ losses.
 - Key Achievements:
 - Crafted persuasive offers for Power, Control, and Instrumentation Systems, reflecting a high level of technical acumen and understanding of client needs.
 - Successfully managed client interactions, resulting in increased satisfaction and trust in our solutions.
 - Demonstrated a proactive approach in obtaining accurate quotations from suppliers, contributing to transparent and competitive pricing.
 - Contributed valuable insights during site surveys, ensuring optimal solution selection and effective offer preparation.

Dates : From May 2009 till Dec. 2015

Employer : Sahara Group for Engineering & Trading
(Automation System Integrator for Rockwell Automation “Allen Bradley” (PLC / DCS / HMI / SCADA) and Schneider Electric Automation (PLC / DCS

/ HMI / SCADA), HMI / SCADA))

Job title : Automation Presales Engineer

Job Description :

- Procured quotations from local and foreign suppliers, utilizing available price lists and market data.
- Conducted site surveys during tendering and construction phases, optimizing solution selection and offer preparation. Engaged with regional managers from Rockwell Automation, fostering collaboration and facilitating offering arrangements. Attended industry seminars to enhance product knowledge and sales techniques.
- Developed expertise in instruments such as Flow meters, Level Transmitters, Pressure Transmitters, and Pressure Calibration.
- Key Achievements:
 - Established strong working relationships with regional managers from Rockwell Automation, fostering collaboration and knowledge sharing.
 - Applied industry knowledge gained from seminars to elevate product understanding and sales techniques.
 - Leveraged my in-depth familiarity with instruments such as Flow meters, Level Transmitters, Pressure Transmitters, and Pressure Calibration to provide superior pre-sales support.

Dates : From Dec. 2008 till May 2009

Employer : Egyptian Company for Scientific Research and Systems

Job title : Maintenance Engineer

Job Description :

- Conducted maintenance and repair tasks on industrial electronic systems and equipment.
- Demonstrated expertise in troubleshooting and resolving electronic issues promptly.
- Collaborated with cross-functional teams to ensure the effective functioning of electronic systems.
- Executed regular maintenance activities to optimize the performance of electronic systems.
- Key Achievements:
 - Successfully identified and rectified electronic issues, minimizing downtime and enhancing overall system reliability.
 - Collaborated effectively with the team to ensure smooth operations and timely repairs of electronic systems.
 - Contributed to the improvement of electronic systems' performance through consistent maintenance efforts.

Highlighted Project Contributions for Sahara Group:

- Oil & Gas Sector:
 - Faraskour Phase-II Gas Compression Station: Designed, supplied, installed and conducted SAT for the control system in collaboration with EMC, benefiting WASCO.
 - Compressors Upgrade for CORC: Managed system upgrade for Allen Bradley SLC500 PLC-based system (Compressors 20k1-A/B/C), enhancing efficiency.
 - Gas-Compressors, Heaters & MOLE-SIEVE at BURAPETCO: Implemented comprehensive PLC, HMI, and SCADA control

- system, ensuring optimized operation.
- Catalyst Regeneration Control System for ANRPC: Supplied, installed, commissioned, and started the Catalyst Regeneration Control System.
- U102 Protection Relays Control System for GUPCO: Led design, hardware, software, testing, commissioning, and startup for U102 Protection Relays, collaborating with GUPCO.
- Ethylene Polisher Migration for SIDPEC: Designed, implemented, tested, commissioned, and started the Migration for Ethylene Polisher Control system.
- Gas Compressors Control Panel Revamp for Alex Petroleum Co.: Supplied Explosion Proof Control Panel, revamping the Gas Compressors Control Panel.
- Boiler Control System Upgrade for Misr Petroleum Co.: Contributed to the upgrade of Qty.2 Boiler Control System, enhancing system performance.
- Water & Waste Water Sector:
 - Meet Fares WTP Control System: Collaborated with ACC/Arabco to implement the Meet Fares WTP Control System, supporting Dakahlia Drinking Water and Sanitation Company.
 - Tamia WTP Control System: Led the implementation of the Tamia WTP Control System in collaboration with ACC/Arabco, benefiting El Fayoum Drinking Water and Sanitation Company.
 - EL SINBELAWEEN WWTP Control System: Designed and executed EL SINBELAWEEN WWTP Control and Instruments System, enhancing wastewater treatment for Dakahlia Drinking Water and Sanitation Company.
 - Abu Kebier WTP Control System: Enhanced water treatment efficiency through the Abu Kebier WTP 400-800 Lit/Sec Phase (1) Control and Instruments System with Veolia, benefiting Sharkia Drinking Water and Sanitation Company.
 - Improved Water and Wastewater Control System: Supported Garbia Drinking Water and Sanitation Company by collaborating on the Improved Water and Wastewater Control System - Phase 2 project with EMIT.
 - Hurghada RO Desalination Plant: Contributed to the Hurghada RO Desalination Plant's Instruments, Control System (21,000 M3/DAY) project in collaboration with ACC.
 - Diamond Plaza Artificial Lake Control System: Collaborated with Clarity/City Stars on Diamond Plaza Artificial Lake Power, Control, Instrumentation, and SCADA System.
 - City Stars Sharm El-Sheikh Pilot Lagoon Control System: Led the City Stars Sharm El-Sheikh Pilot Lagoon Artificial Lake Power, Control, Instrumentation, and SCADA System with Clarity/City Stars.
- Electricity Sector:
 - South Helwan Generation Station Water Treatment Plant: Collaborated with Veolia to design and deploy the Water Treatment Plant control system, supporting energy production (3x650MW).
 - El Ain El Sokhna Thermal Power Plant Control System: Contributed to control system implementation for El Ain El Sokhna Thermal Power Plant Units 1 & 2's Water Treatment Plant, enhancing power

- generation.
- Nubaria Production Power Plant Water Treatment System: Led the Nubaria Production Power Plant Water Treatment Plant & Trash Rack Control System project, supporting East Delta Electricity Production.
 - Industry Sector:
 - Palletizer Machine Control System Upgrade: Successfully upgraded Palletizer Machine Control System for BALL Beverage Packaging, enhancing automation and production processes.
 - Cupper Machine Control System Upgrade: Led Cupper Machine Control System upgrade for BALL Beverage Packaging, contributing to improved production efficiency.
 - Cerelac Machine Control System Upgrade: Successfully upgraded Cerelac Machine Control System for Nestle, Egypt, enhancing automation and production processes.
 - MEGA Tower Automation System: Implemented the MEGA Tower Automation System for Mondelez International, Egypt, enhancing production processes.
 - Chocolate Tanks-Mondelez-BTOR Automation System: Collaborated on the Chocolate Tanks-Mondelez-BTOR Automation System with Mondelez International, Egypt, contributing to efficient processes.

Business Tools:

- PLC, SCADA and DCS Systems knowledge.
- Industrial Electronic Systems Digital Control and Alarm Systems.
- Hydraulic and Pneumatic Systems.
- DC & AC Machines Operation Electric and Electronic Engineering.
- AutoCAD.
- CRM Software.
- Data Analysis Interpretation Design Electronic Circuit by Workbench.
- Computer Software & Hardware Maintenance.
- Good knowledge of Rockwell Automation "Allen Bradley" products.
- Good knowledge Schneider Electric products.
- Good knowledge of Siemens Automation products.
- Good Knowledge of GE instrumentations now Baker Hughes.
- Good Knowledge of Endress & Hauser Instrumentations.
- Good Knowledge WIKA instrumentations.