103022-ELE-CDE-E-2014 Senior Account Manager

Holds a B. Sc. in Electrical Power & Machines Engineering and has over 7 years hands-on experience working as PV Engineer.

PERSONAL DATA

Nationality : Egyptian Birth Date : 25/04/1991

Gender : Male

Residence : Currently Dubai, UAE

EDUCATION

B. Sc. in Electrical Power & Machines Engineering, Cairo University, 2014

: Secondary Education: Orman Experimental Language School, 2008

LANGUAGES

Arabic : Native Language

English : Excellent German : Fair

COMPUTER SKILLS

: Windows, MS Office, Internet

: PVSyst

: SMA Sunny Design

: PVSol & PVWatt

: VEConfig (Victron Energy)

: AutoCAD 2D

: Google SketchUp

Zelio soft (Schneider Electric Basic Automation)

: Vijeo Citect (Schneider Electric SCADA)

: Unity Pro (Schneider Electric PLC Programming)

: 7-Step Microwin (Siemens PLC Programming)

: WinCC (Siemens SCADA)

Visual Basic

Matlab

MikroC

Proteus

TRAINING COURSES AND CERTIFICATIONS

: International Products Training.

: Battery Based Inverter Product Knowledge and Solution Design Training.

: Summer training at The Arab Contractors Company (2011-2012).

: Summer training in Khalda Petroleum Company (2012-2013).

Automation Diploma at Schneider Electric.

PLC Diploma at Schneider Electric.SCADA Diploma at Schneider Electric.

: Solar Pumping Course at IAREEE.

: 3-days training on solar inverters at Schneider Electric.

: 3-days training on solar inverters KACO GmbH – Germany (Mar. 2016).

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jul. 2020 till now

Employer : Sungrow Power Supply Co. Ltd. – Dubai, UAE

Job title : Senior Account Manager

Job Description: • Managing existing customers.

Develop and be main contact of new customers in UAE.

• Developing marketing development strategy and implementation

schedule.

• Work closely with technical team to fulfill customers' request.

Customer visits across the Middle East region.

Dates : From Jan. 2019 till Jul. 2020

Employer : Schneider Electric

Project: Dubai Silicon Oasis, Dubai – UAE

Job title : Technical Leader

Dates : From Dec. 2018 till Jan. 2019

Employer : Schneider Electric
Project : Dubai – UAE

Job title : Sales Application Engineer

Dates : From Dec. 2017 till Dec. 2018

Employer: Vista Eco Solar Solutions LLC – Dubai, UAE

Job title : Senior Solar Engineer

Dates : From Jul. 2016 till Dec. 2017

Employer : Elsewedy Electric

Job title : Solar Energy Projects Engineer

Job Description: • Carrying on site surveys for large scale solar power stations.

Design of large scale solar power stations (On grid - Off grid - Hybrid -

Solar Pumping).

- Preparing layouts, drawings, SLDs for the proposed design.
- Preparing bill of material.
- Preparing energy yield analysis based on the site conditions.
- Preparing RFPs and RFQs.
- Preparing a complete technical study on the proposed project.
- At project execution, carrying out scheduled site visits to supervise the work progress is going according to plan, taking note of any irregularities at site, and reporting directly to the Engineering Director.
- Commissioning of large scale solar power stations.

Dates : From Dec. 2014 till Jul. 2016

Employer : Cairo Solar

Projects: • 100 kWp commercial on grid station in Aswan – Ganoub Alwadi

Company

• 125 kWp (5x25 kWp) commercial off grid station in Sinai – Armed Forces

• 60 kWp (2x30 kWp) commercial off grid stations in Minya Governorate

• 10 kWp commercial on grid station in Minya Governorate

 21 kWp commercial on grid station in 6th of October – Practical Arts Institute

14 kWp commercial on grid station in 6th of October – Masjid Alrahman

- 3 kWp signage off grid station in Cairo Heliopolis The United Bank
- 3 kWp residential off grid station in 6th of October Karma Compound
- 5 kWp residential on grid station in North Coast Long Beach Resort
- 11 kWp residential on grid station in New Cairo Mirage Compound
- 5 kWp residential on grid station in New Cairo Mountain View Compound

Job title : Chief PV Design & Installations Engineer

Job Description: • Prepare site visits schedule based on client's profile.

• Review of site visit report with Installation Engineer and approve offer to client after checking Products' availability at warehouse.

 Upon approval of client, make reservation of products in warehouse, and prepare contract for COO and client's signature.

 Upon full payment of client's installments, prepare with Warehouse and Transport unit for proper and timely delivery and installation of products and. CIE should review with IE all requirements for installation.

• Receive all Complaints / request for maintenance and respond.

• Discuss with COO any special requirements for mounting systems.

Dates : From Aug. 2014 till Dec. 2014

Employer: Cairo Solar

Projects : • 6 kWp residential on grid station in New Cairo – Katameyya Heights

Compound

10 kWp residential on grid station in New Cairo – Mirage Compound

• 10 kWp residential on grid station in New Cairo – Mirage Compound

16 kWp residential on grid station in New Cairo – Mirage Compound

4 kWp signage off grid system in Cairo – Downtown – The United Bank

Job title : PV Design & Installations Engineer

Job Description: Sizing, design, commissioning and installation of PV energy systems.

Field of experience:

- Photovoltaics:
 - Solar site assessment and analysis.
 - Design of mounting systems.
 - Installations.
 - Wiring all connections between modules, combiner boxes and inverter.
 - Grounding the system against lighting and ground clusters.

Electrical:

- Wiring and commissioning connection between inverters and panels.
- Wiring switchgear and protection fuses.
- Programming system monitor screen.

Management:

- Prepare feasibility studies.
- Prepare site visits schedule based on client's profile.
- Review of site visit report with Installation Engineer and approve offer to client after checking Products' availability at warehouse.
- Upon approval of client, make reservation of products in warehouse, and prepare contract for COO and client's signature.
- Upon full payment of client's installments, prepare with Warehouse and Transport unit for proper and timely delivery and installation of products and CIE should review with IE all requirements for installation.
- Receive all Complaints / request for maintenance and respond.
- Discuss with COO any special requirements for mounting systems.

Technical Skills:

- PV Energy System Design and Installation (On Grid, Off Grid, Hybrid).
- PLC Programming & Hardware.
- SCADA.
- Electrical Circuits.
- Control Systems.
- Automation Systems.
- Computer Programming.
- Machines and Maintenance.