

**103144-ELE-2EGPQTn-E-2013**  
**Senior Proposals & Business Development Engineer**

Holds a B. Sc. in Electrical Power & Machines Engineering and has about 6 years hands-on experience working in the field of Testing & Commissioning at High Voltage Electric Substations.

## PERSONAL DATA

Nationality : Egyptian  
Birth Date : 28/08/1991  
Gender : Male  
Marital Status : Single  
Residence : Salam City, Cairo

## EDUCATION

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

## LANGUAGES

Arabic : Native Language  
English : Fluent  
French : Fair

## COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet  
: MS Project  
: Protection Relays Software of ABB, Siemens, Alstom, SEL and GE  
: ETAP for Distribution and Transmission Power Networks Simulation  
: Oracle Purchasing and Primavera  
: Schneider Electric SCADA and PLC Programming "Vijeo Citect and Unity Pro"  
: Matlab Power Systems and Electrical Package  
: Proteus for Electronic Circuits Design  
: AutoCAD for 2D Electric Design Package

## TRAINING COURSES AND CERTIFICATIONS

: Project Management Preparation Course for PMP Authorization (2018).  
: Courses:

- Schneider Control Diploma including Classic Control, PLC Level 1, PLC Level 2 and SCADA at Schneider Electric Egypt.
- Substation Protection and Control (Smart Power Company).
- ETAP Design Program, Helwan University.

- Oracle Planning Software: Primavera 6 for Projects Planning, Online.
  - OSHA General Industry Safety Introduction Course: self study from Internet.
  - Microcontroller course (self-study from Internet).
  - GE Distance Protection Theory: Online Course by GE Learning YouTube Channel.
  - Siemens Simple Protection Relays Application: Online Course by "Certified Siemens Engineer".
  - Distance Protection Theory: Online Course by "Valence Electrical Training Services".
  - Electrical Safety Course, Alstom Transport.
  - MS Project.
- : Trainings at:
- Networking Training Center Helwan – Egyptian Electricity Transmission Company) (4 weeks): Power Transformer Electrical and Mechanical Protection - MR on Load Tap Changer (OLTC), Operation and Construction - Megger Testing - Power Electronics Lab - PLC Lab.
  - Training Institute Mokattan – South Cairo Electricity Distribution Company) (2 weeks): Transformer Oil Lab – Portable Transformer Oil Purifier – Transformer Protection Lab – Low and Medium Voltage Cables – Medium Voltage Switchboards Lab – Transformers Lab – Electricity Meter Lab – Cable Testing Lab.
  - Egyptian Railways Maintenance & Service (ERMAS) Company – Egyptian National Railway (1 week): General View on Construction of Railroad Cars – DC Motors – Traction Motors – Speed Control of Train Using Thyristors.
- : Training Field Trips:
- Elsewedy Transformers Egypt – Elsewedy Electric: General View on 125 MVA Power Transformer Core Cutting and Stacking by CNC Machines - Vertical and Horizontal Winding Mandrels Machines - Core and Winding Final Assembly - Drying Furnaces - Testing of Power Transformer Including "Low and High Voltage Tests, Turns Ratio Test and Winding Resistance Test" - Distribution Dry Type Transformer Complete Manufacturing Process.
  - Egyptian Manufacturing & Advanced Systems (EMAS) (3 days): General View on Electrical and Mechanical Design and Manufacturing Process of Medium Voltage Siemens Switchboards and its Electrical Protection.
  - Egyptian German Electrical Manufacturing Co. (EGEMAC): Medium Voltage Outdoor Substation – Alstom High Voltage Disconnecting Switch – Medium Voltage Distribution Panels – Manufacturing of High Voltage Current and Voltage Instrument Transformers – Medium Voltage Multi Step Capacitor Banks Kiosk.
  - South Maadi High Voltage GIS Substation 220/66/11KV: Overview on GIS Substation Equipment including Main Bus bars, Local Control Panels of GIS, Current and Voltage Transformers in GIS and Gas Leakage Pressure Gauges – Substation Control Room – Substation Power Transformer.
  - El-Kureimat Steam and Gas Power Stations – Upper Egypt Electricity Production Company (UEEPC).
  - El-Kureimat Solar Thermal Power Station 140MW – New & Renewable Energy Authority (NREA).

## CHRONOLOGICAL EXPERIENCE RECORD

**Dates** : From 2019 till 2020  
**Employer** : Several International Companies On Power Utility Sector - Egypt  
**Job title** : Senior Proposals & Business Development Engineer (Freelance)  
**Job Description** :

- Based on deep awareness of Power Grid Sector on MENA Region from Various Perspectives (Power Market Analytics on Transmission Sectors, Awareness of Global and Regional Power Grid Assets Manufacturers, Awareness of Power Grid Projects EPC Contractors and Consultants, Wide Connections Network Within Power Sector, Wide Knowledge about Renewable Energy Large Scale Utility Plants Regulations and Technologies, Awareness of Regional Business Joint Ventures and Local Partnerships on Power Sector).
- Acted with Business Development Team on Four Different Int. Companies all within Power Sector with Scopes Ranges between (Manufacturing, Design Consultancy, Field Services, Engineering Contracting), Responsible to handle Various Functions during Market Penetration Phase as (Prepare Power Market Studies, Advice for Strategic Business Planning, Support on Projects Development, Local Partners and Suppliers Assessment, Advice for Possible Horizontal and Vertical Business Expansion, Develop Company Services Awareness within Market, Check Potential Opportunities for Growth Achievement, ...etc.).

**Dates** : From 2017 till 2019  
**Employer** : Bin Omeirah Co. - Substations Business Unit - Saudi Arabia  
**Job title** : Projects Management Office - Senior Projects Engineer - Grid Substations  
**Job Description** : Responsible for Implementation of Project Management Methodologies for Power Substations Projects on National Power Grid for Saudi Electricity Company as following:

- Study and Analyze Project Scope of Work (SOW) and Particular Technical Schedule (PTS) of Saudi Electricity Co.
- Direct Involvement on Project Designing, Procurement, Installation, Testing & Commission till Project Completion.
- Followed up with Project Manager and Site Manager for All Documentation and Submittals for the Project.
- Coordinate with the Contractors and Authorities for Necessary Clearances and Work Permits.
- Coordinate with Planning Team for Scheduling Site Activities to Ensure Execution as per Project Time Baseline.
- Coordinate with Procurement Team for Resources & Materials Availability and Follow up for Purchase Orders.
- Arrange Proper Handling and Storage for Materials and Equipment on Site to Ensure Environmental Protection.
- Coordinate with Safety Team to Apply Safety Standard for All Activities to Ensure Healthy Work Environment.
- Coordinate with Saudi Electricity Co. for Inspections and Site Acceptance Tests Witness.
- Prepare Project Invoices and Getting Approval from Saudi Electricity Co.
- Overseen Site Progress to Discover any Deviation and Provide Advice & Solutions.

- Monitor and Reporting Site Progress for Saudi Electricity Co. on Weekly and Monthly Basis
- Responsible for Materials Quantification and Preparation of “BOQ” as per Approved Drawings and Specifications.

**Dates** : From 2016 till 2017

**Employer** : NR Electric - Egypt Office - Electro serv

**Job title** : Product Management & Tendering Engineer - Protection Relays - Grid Substations

**Job Description** : Act to Manage a Product Series of Digital Devices for Power Transmission Sector used for “Protection, Control, Communication and Power Metering” Purposes for Substations and Dispatch Control Centers, Engaging with EPC Contractors, Consultancies, and Egyptian Electricity Governmental Authorities “EETC”, and Successfully Secured 3 Projects with almost 2.3 USD Million, and Perform Various Functions according to Projects Phase:

- For Products Management:
  - Responsible for Initiation of Several Products Certification Process Cycle according to Egyptian Electricity Transmission Company EETC Technical Requirements on Manufacturing and Field Testing on its Own Facilities.
  - Prepare and Perform Technical Presentations and Training Materials for Technical Staff of Customers from Utility Transmission & Distribution Sector.
- For Tender and Proposals:
  - Study Tender Document issued by EETC, and Focus on Protection and Control Section to Determine Technical Specifications Requirements and Scope of Work and Accordingly Prepare Bill of Materials and Quantities.
  - Responsible for Preparation, Reviewing, Finalization, Issuing of Qualification Documents, and Proposals Comply with RFP and Corporate Requirement.
  - Responsible for Preparation for Conceptual Estimation and Cost Analysis for Tenders.
  - Attendance on Contractor Clarification Meetings for Managing and Negotiations All Required Changes and Project Details.
  - Identify and Reach Out Potential Customers for Equipment and Materials Required for the Project and Provide Technical and Commercial Offer.
  - Technical Support and Trouble Shooting for Protection and Control System and Regularly Following up on Projects under Implementation with Main Contractor.

**Dates** : From 2014 till 2016

**Employer** : Alfancar Testing and Commissioning – Saudi Arabia

**Project** : Participated in 7 Projects Delivered to Saudi Electricity Company SEC in Riyadh with Multiple Contractors

**Job title** : Field Services - Testing & Commissioning Engineer - Grid Substations

- Job Description** : In Charge of All Testing and Commissioning Activities for High Voltage Power Substation Projects on National Power Grid of Governmental Saudi Electricity Company (i.e. 110, 132KV) as following:
- Protection Relays and Schemes:
    - Perform All Software and Hardware Tests for Protection and Control Relays as per IEC 61850 Standards for Digital Substations, for Different Power Grid Assets "Transmission Lines, Power Transformers, Busbar Protection, Automatic Voltage Regulator, Bay Control Units".
    - Implement Tests for Final Power System Settings on Protection Relays for Different Manufacturers as: Micom: P142, P546, P643 & ABB: REB650, REQ650, RE670 & Siemens: 7SD, 7SJ & GE: F650, L90 & SEL: 487V.
    - Perform Final Checks and Modifications for Various Protection, Control and Interface Schematics as "Transformer Feeders, Breaker Failure, Bus Bar High Impedance, Line Feeders, Automatic Volt. Regulator".
  - Gas Insulated Switchgear Assets:
    - Perform and Supervise All GIS Switchgear Tests as per IEC 62271 Standards for High Voltage Substations, Handling Site and Factory Acceptance Tests for Many Switch-Gear Manufacturers as "ABB, Siemens, Alstom, Hyundai, Hyosung" for "Current Transformers, Voltage Transformers, Bus-Bar Contact Resistance Tests, Insulation Resistance Tests".