

Holds a B. Sc. in Electronics & Communication Engineering, Mini MBA and Project Management Diploma. Has over 12 years' experience working in maintenance and business development.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 05/02/1987
Gender : Male
Marital Status : Married
Residence : Alexandria

EDUCATION

: B. Sc. in Electronics & Communication Engineering, Arab Academy for Science and Technology, 2009

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet
: MS Project
: Oracle Enterprise Asset Management

TRAINING COURSES AND CERTIFICATIONS

: Business Administration Diploma, certified from Cambridge Training College Britain & British council accreditation.
: Marketing Management Diploma, certified from Cambridge Training College Britain & British council accreditation.
: Export Diploma (Arab German Chamber of Commerce and Industry) (2019).
: INCHO TERMS 2020 (Foreign Trade Training Center – Ministry of Trade and Industry) (2020).
: Virtual Business Forums and Seminars (online attendance) (2020):

- Future potential market sectors in Egypt with Expolink.
- Contracts management with Clina Academy.
- Change competence of management with Clina Academy.
- Circular economy with EBRD - European Bank for Reconstruction and Development.
- Trade opportunities in Africa through eye of export with Expolink.

- Export opportunities (Egypt and Brazil) with the Arab Brazilian chamber of commerce.
- : Mini MBA (Certified from International Academy for Advanced Research and Studies (IAARS) – London, UK) (2011), the academic courses:
 - Accounting and Finance.
 - Marketing.
 - Trade Finance.
 - Ethics and Leadership.
 - Credit Analysis.
 - Time Management and Team Building.
 - Human Resources.
 - Business Law.
- : Project Management Diploma (Certified from Chicago Institute of Business – USA) (2012):
 - Project management.
 - Supply Chain management.
 - Performance management.
 - Budgets and financial reports.
 - Proposal writing.
- : Interpersonal Skills (SEERU Project: Human Development Organization) (from 2008 till 2010):
 - Time management.
 - Presentation skills.
 - Engineering Ethics.
 - Highly effective people.
 - Self awareness.
 - Mind mapping.
 - Team Building.
 - Communication Skills.
 - Self Planning.
 - Charity Work.
- : Training at Al-Majaz Telecom Technology (Jul. 2008), Doha, Qatar:
 - Overview on the connection between Aljazeera mobile and the operators.
 - Basis of Cisco firewall.
 - Good knowledge on SMS system.
 - Worked on how to create FTP and Web directory using IIS confirmation.
- : Training at Qatar Call (Jul. 2008), Doha, Qatar:
 - Worked on the IVR System.
 - Basic knowledge of VOS programming language.
 - Good overview on the SMS com postal system.
 - Assisted in installing SMS system for Public Works Authority.
 - Visited the Ministry of Energy and Industry for checking the server.
 - Good knowledge about the operations of Qatar call.
- : Training at Advansys for trading and contracting (Jan./Feb. 2008), Cairo, Egypt:
 - Basic designs of MCC control blocks.
 - Good knowledge on DSS control blocks and FX controller.
 - Overview on machines and control systems.
- : Training at Telecom Egypt (Aug. 2007), Alexandria, Egypt:
 - Overview on the control room and different central office units.

- Handling and maintenance of cabinets and boxes.
 - Fixing telephone cables in the frame room.
- : Safety Courses at Arab Association for Health & Safety Experts and Professionals:
- OSHA General (2016).
 - OSHA Construction (2016).
- : Certificate of Appreciation: For being a speaker in the professional venture "Leading Your Career Leading Your Society 2014" – IEEE AAST SB.
- : Certificate of full formal attendance: "The international conference for supply chain & logistics COPICS 2016".

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Apr. 2022 till now
Employer : Industrial Modernization Center (IMC) – Egypt Ministry of Trade and Industry
Job title : Business Development Advisor (Alexandria region – Engineering sector)
- Dates** : From Aug. 2021 till Apr. 2022
Employer : Clever Formwork & Scaffolding (El-Shater) - Building Materials & Construction
Job title : Head of Export Business Development & PR Manager
- Dates** : From Mar. 2021 till Jul. 2021 (part time)
Employer : Mass Oil Industries (Oil & Gas)
Job title : Business Development Manager
- Dates** : From Jan. 2019 till Mar. 2021
Employer : Alexandria Steel Forming Company (Alex Form) - Building Materials & Construction
Job title : Business Development & Marketing Manager
- Dates** : From Oct. 2018 till Jan. 2019
Employer : Alexandria Steel Forming Company (Alex Form) - Building Materials & Construction
Job title : Business Development Engineer
- Dates** : From Mar. 2017 till Mar. 2018
Employer : Alexandria Steel Forming Company (Alex Form) - Building Materials & Construction
Job title : Process Development Engineer
- Dates** : From Feb. 2015 till Mar. 2017
Employer : Arab Academy for Science and Technology and Maritime Transport - Physical Affairs and Logistics Sector - Utilities Management & Maintenance Department
Job titles : Senior Facility Management Engineer / Quality Observer Engineer

- Job Description** :
- Managing the data required for asset buildings (Building type, Asset type, Asset list, Asset description, Asset maintenance activity).
 - Managing the operation & maintenance requirements with the inventory and purchasing department.
 - Worked on a Computerized Maintenance Management System for asset buildings in cooperation with the AAST Information & Documentation Center including the following Asset Management Modules:
 - AAST Zone Identification Module.
 - Asset Buildings Management Module.
 - Work Order Management Module.
 - External Maintenance Management Module.
 - Managing preventive and corrective maintenance activities of the following electrical and mechanical assets for buildings:
 - Fire Fighting networks.
 - Fire Alarm systems.
 - Air conditioning.
 - Water lifting motors.
 - Scheduling the maintenance activities for all the electrical and mechanical assets.
 - Daily Follow Up Plan for asset failures inside buildings.
 - Managing fixed and variable maintenance costs for preventive and breakdown maintenance.
 - Managing the In-source AAST maintenance team.
 - Managing the Outsource vendors (external maintenance & operation companies, Suppliers assigned for maintenance & operation activities of the assets).
 - Utilities Maintenance Representative in coordination with external consulting offices for studies required for AAST technical projects (Fire Alarm, Fire Fighting, Air Conditioning).
 - Managing schedule programs for maintenance inspection assigned to external maintenance companies.
 - Introducing new external maintenance companies to the Arab Academy to gain the best maintenance performance required for asset buildings.
 - Coordinator of Electrical & Energy conversation committees.
 - Establishing the Quality Management System for utilities department (Asset Maintenance Management Activities).
 - Member of the committee assigning the requirements and technical specifications for firefighting networks & fire alarm systems.
 - Member of the committee evaluating the performance of the companies, suppliers "contract management".
 - Coordination with AAST consultants in the firefighting & fire alarm projects for the buildings.

Dates : From Apr. 2010 till Apr. 2014

Employer : Alex Fertilizers Company (AlexFert)

Job title : Maintenance Planning & Analysis Engineer

- Job Description** :
- Managing backlog maintenance work orders management.
 - Measuring asset maintenance performance.
 - Asset criticality analysis.
 - Daily tracking reports for the technical issues of Alex-Fert site.
 - Coordinator of Ammonia tank committee.

- Responsible for lubrication management in Alex-Fert.
- Managing Condition Monitoring Analysis for assets and equipment.
- Managing preventive maintenance for rotating equipment.
- Managing Corrective and Predictive maintenance activities.
- Coordination between Maintenance and Operation activities.
- Technical Data analyst for the asset vendor documents.
- Shared in troubleshooting machinery lubrication problems.
- Good awareness with all the instrumentation devices and its preventive activities.
- Responsible for identifying and organizing maintenance activities for asset equipments of Ammonium Sulphate project.
- Managing Alex-Fert maintenance shutdown activities.
- Managing Ammonium Sulphate maintenance shutdown activities.

Field of experience :

- Key Areas of Experience:
 - Business Development.
 - Export Management.
 - Marketing Management.
 - Business Management.
 - Business Consultation.
 - Asset management.
 - Project Order management.
 - Customer service management.
 - Facilities management.
 - Approved Business Trainer.
- Asset & Facilities Management:
 - Managing backlog work orders management.
 - Measuring asset performance.
 - Asset criticality analysis.
 - Coordinator of Ammonia tank committee.
 - Managing Corrective and Predictive maintenance activities.
 - Coordination between Maintenance and Operation activities.
 - Managing Alex-Fert maintenance shutdown activities.
 - Created performance assessment work sheet for the machines.
 - Created failure analysis sheet for the machines.
 - Managing the data required for asset buildings (Building type, Asset type, Asset list, Asset description, Asset maintenance activity).
 - Managing preventive and corrective maintenance activities for the Electromechanical assets of buildings.
 - Managing the Outsource vendors (external maintenance & operation companies, Suppliers assigned for maintenance & operation activities of the assets).
- Project Order and Service Management:
 - Project Manager for a mega project in Sudan - Project order management phases (production management; technical office management; financial & commercial management; Warehouse management; logistic management & Asset management).
 - Project Manager for a mega project in Greek - Project order management phases (production management; technical office management; financial & commercial management; Warehouse management; logistic management & Asset management).
 - Good use of project management tools for technical & business

services to services delivery including (Projects Kickoff meetings / Projects follow-up / Projects Closure).

- Process Development:
 - ERP Project Team Leader for the company activities "Production, warehouse, sales, Purchasing; Asset financial consumption".
 - Managed the communication business plan for the departments.
 - Created material classification criteria.
 - Developed a business criterion for measuring the quality service delivered to the customer & the acceptable quality limit for a sample product.
- Business Development & Marketing:
 - Established the marketing department & team with a business strategy for new penetration of the target new markets.
 - Admin of Alex Form official online pages (Facebook / LinkedIn).
 - Established the structure of Solar department.
 - Established the marketing department with its mapping marketing strategy.
 - Managed the raw material consumption regarding the customer leads.
 - Managed the process development required for the end delivery of the final product.
 - Managed the financial transactions regarding the price index; machines overhead costs; closed business leads or projects with end customers.
 - Created the distribution publicity plan "outdoor campaigns" to the target segments.
 - Established the customer service pillar and its executive tools to the customers.
 - Created the online and offline advertising plan to the company and its products.
 - Created the physical marketing materials structure for the Toll blending process & Mass oil products.
- Export & Official PR Representative with the following Private & Governmental Channels:
 - Alex Form account manager at the Industrial Modernization Center (IMC).
 - Alex Form contact manager at the Egyptian Federation of Industries.
 - Alex Form contact manager at Egyptian Export Association (Expo-link).
 - Alex Form contact manager at Engineering Export Council of Engineering Industries.
 - Alex Form contact manager at EEC; ECBM; FEI; ECS; EDA.
 - Official representative for the company in the international program (Egypt Exports to the European Union Market) (Alex Form among the selected 25 companies all over Egypt for export capability through its assigned training workshops – supported by the Egyptian Export Council.
 - Egypt Ministry for Trade and Industry (Egypt Business Delegation - Uganda Mar 2019): Official Representative as a marketing manager for Alex Form.
 - Tanzania and Rwanda Trade Mission (16-23 June 2019): Official Representative as a marketing manager for Alex Form.

- Official Representative for Alex Form Company (Alexandria Steel Forming) at Jordan Online Trade Mission (11-15 Sept 2020) with EEC & Expolink.
- Official Representative for Alex Form Company (Alexandria Steel Forming) at Saudi Arabia Online Trade Mission (5-7 Oct 2020) with ECBM and ECS.
- Establish the infrastructure business development of export department at Clever Formwork & Scaffolding (El-Shater) Company.
- Official Export & PR Manager at Big5 Kenya Construction show Exhibition November 2021 with private and Governmental sectors.
- Customer Service support:
 - Created Mass Oil Policy for Authorized Distributors Outside Egypt.
 - Created Mass Oil Policy for Authorized Distributors Inside Egypt.
 - Created the customer service criteria response via different online platforms.
 - Created Mass Oil customer service order traceability management criteria.
 - Created Mass Oil customer daily operation orders criteria with different customer categories.
- Business Consultation:
 - Key Accounts Manager for IMC clients in Alexandria region – Engineering sector.
 - Business Evaluation for the Maturity business degree for the IMC clients.
 - Assigned the proper business development assessment tools based on the IMC business scales, modules, products, processes and maturity degree.
 - Classified the required business development services will match the IMC client's business on-floor scale, capabilities and needs.
 - Worked on a diversity of business development services which cover all the business levels and processes (HR services / Training services / Facility services / Production services / Marketing services / Export services / Quality services / Local business development programs / International business development programs / Supply Chain services / Energy Saving services).