

Holds a B. Sc. in Civil Engineering and has over 14 years hands-on experience working in construction, design, technical office, sales and business development.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 03/03/1984
Gender : Male
Marital Status : Married
Residence : Giza, Cairo

EDUCATION

: B. Sc. in Civil Engineering, Benha University, 2007
: MBA, In Progress (Second Quarter), Arab Academy for Science, Technology and Maritime Transport

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office, Internet
: AutoCAD
: (X-STEEL) TEKLA STRUCTURE (Shop drawing of steel construction)

TRAINING COURSES AND CERTIFICATIONS

: Project Management Professional (PMP), RITI (The Regional IT Institute).
: B2B Marketing and Sales Essentials, AHK (German-Arab Chamber of industry and commerce).

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jul. 2020 till now
Employer : ALEX FORM – Egypt
Job title : Sales Manager
Job Description :

- Strategy Plan for Getting New Leads that can open Sales Opportunities.
- Making the Sales Forecast Report for the Expected deal with the top management and all Departments to Secure the Needed Raw Materials

to cover the expected coming deals.

Dates : From Feb. 2020 till Jul. 2020
Employer : MABANI STEEL LLC. – Algeria
Job title : Regional Sales Manager - North Africa
Job Description :

- Raise the level of awareness of Mabani brand and portfolio in the market.
- Making the Marketing Approaches with Major Consulting Firms and Contracting Companies to verify our company capabilities to our Industry stakeholders.

Dates : From Oct. 2016 till Feb. 2020
Employer : ALEX FORM – Egypt & East Africa
Job titles :

- Head of Sales - Cairo Office (Jul. 2018 – Feb. 2020)
- Africa Regional Manager (Oct. 2017 – Jul. 2018)
- Business Development Manager (Oct. 2016 – Oct. 2017)

Job Description :

- Leading Sales Team to Establish the Company Market Share in the Projects Sector.
- Recommending suitable markets & forecasting the expected sales in the various markets.

Dates : From Sep. 2014 till Oct. 2016
Employer : Batterjee for Engineering and Metal Construction, KSA
Projects :

- SAMSUNG C&T (Yanbu REFINERY EXPANSION – KSA)
- OHL ARABIA (Spanish Company) - (HHR PROJECT) in Saaber, Jeddah & amp; Madinah
- MARTIFER construction (Portuguese Company) - (Abu baker Bridge) in Riyadh
- Red Sea Housing Services - (Eight PEB buildings) - in King Abdullah Economic City
- Nesma & Partners Contracting Co. - (Jabal Omar) - in Mecca

Job title : Sales & Project Engineer
Job Description :

- Responsible for search for new projects, meeting with customer and consultant offices, communication and follow-up with them.
- Following up the project for whole stages until erection accomplished and contribute to the solution of any problem related to installation.

Dates : From Oct. 2008 till Sep. 2014
Employer : ZAMIL STEEL (GETS), Egypt
Projects :

- CONSTRUCTION of PRINCESS NORA BINT ABDULRAHMAN UNIVERSITY
- CONSTRUCTION of IBN SAUD ISLAMIC UNIVERSITY, RIYADH (KSA)
- CONSTRUCTION of ABU DHABI AIRBASE-BUILDINGS, ABU DHABI (UAE)

Job titles :

- Project Management Engineer (Jan. 2011 – Sep. 2014)
- Special Projects Detailing Engineer (Oct. 2008 – Jan. 2011)

Job Description :

- Manage all projects from early engineering stage (estimating) to final engineering stage (release of shop / erection drawings) and following up.
- Analyze projects' costs and estimations and Specifies materials needed

(preparing material list for the designed by customer projects), arranging for materials procurement, and pricing.

- Building the 3-d models, and preparing shop drawings using TEKLA for several steel structures (Multistory buildings, Steel Mills, Power stations, and warehouses).

Dates : From Jul. 2007 till Oct. 2008
Employer : ENERGYA-SEWEDY STEEL, Egypt
Job title : Structural Engineer in Technical Office
Job Description : Performing structural calculations and shop-drawing of steel construction using TEKLA.

Key Achievements:

- Sales Manager with more than 10 years of experience leading large sales teams.
- Professional skilled in sales presentations, closing deals and finding new opportunities.
- Preparation full market study in Rwanda and East Africa countries.
- Stay more than 3 months in Rwanda and visit border countries and getting new projects.
- Visit Dubai, Saudi Arabia, Algeria, Rwanda, Zambia and Ethiopia and getting prospective customers and arrange visit to our Factory.
- Attending as an exhibitor in international exhibitions.