

Holds a B. Sc. in Electrical & Electronics & Mechatronics Engineering and has over 13 years hands-on experience working as Business Development Manager, Senior Technical Sales & Operations Engineer, Senior Field Service Engineer and Field Coordinator.

## PERSONAL DATA

Nationality : Egyptian  
Birth Date : 30/08/1986  
Gender : Male  
Marital Status : Married  
Residence : Nasr City, Cairo

## EDUCATION

: B. Sc. in Electrical & Electronics & Mechatronics Engineering, Menoufia University, 2008

## LANGUAGES

Arabic : Native Language  
English : Very Good  
French : Basics

## COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet  
: Matlab  
: AUTOCAD 2000 and IDEAS  
: Pascal & Basic  
: Primavera

## TRAINING COURSES AND CERTIFICATIONS

: HSE Competency Assurance by BP (British Petroleum) and GUPCO (Gulf of Suez Petroleum Company), Egypt (2010):

- Performing authority.
- Control of Work.
- H2S.
- Confined Space.
- Helicopter Safety.
- Rescue Team.

- : WTR Pipe Work Repair Technology, Egypt (2010): Completed the Technowrap 2K System Safety and Application Competency Training Course concerning Pipe work repair technology (integrity and maintenance solutions).
- : Proserv UHP & Jet Cutting Training, Egypt (2010): Completed the Ultra High Pressure pumps operation and Jet Cutting and flushing training programs.
- : Training courses in PLC, SCADA and AUTOCAD (2D) from COMPU SYSTEMS.
- : Training courses in SQL server 2000 and visual C#.NET.
- : Training courses in Maersk Dubai in IWCF and IADC (2020).
- : 2 weeks training in Electricity Holding Company Delta: Maintenance of low Voltage lines (Jul. 2006).
- : 4 weeks training in Helwan Company for iron manufacture: Instrumentation & Maintenance and Troubleshooting and control of Industrial Automation Systems.

## CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Oct. 2017 till now
- Employer** : Varel Energy Solution (Downhole Products) (Egypt - North Africa)
- Job title** : Business Development Manager  
(Casing Accessories and Cementing tools)
- Job Description** :
- Field operation (Cement & Casing Jobs & Drill Bits).
  - Tenders evaluation, preparing and planning (Technical and commercial) from A to Z.
  - Contracts evaluating, negotiating, and following up.
  - Searching for new clients who could benefit from DHP Products within Egypt.
  - Travelling to Visit Potential Clients.
  - Establishing new, and maintaining existing, relationships with customers.
  - Managing and interpreting customer requirements.
  - Calculating client quotations.
  - Negotiating tender and contract terms.
  - Offering after sales support services.
  - Administering client accounts.
  - Preparing sales reports.
  - Meeting sales reports.
  - Recording regular targets.
  - Supporting marketing by attending the trade shows, conferences, and other marketing events.
  - Making technical presentations and demonstrating DHP equipment.
  - Liaising with DHP operation, Logistics, and sales team members.
  - Provide pre-sales technical support, product education.
  - Introducing new product updates and developments in the region.
  - In charge for cementing products application engineering: casing standoff and centralizers placement simulations, surge, and torque & drag calculations analysis.
  - Planning Product pricing to ensure profitability and to being competitive in the MENA.
  - Provide Technical and Commercial Support for Sales team on Tenders & Sales Quotation with coordination of engineering & manufacturing

departments based in Aberdeen HQ.

- Assure that all operations are performed in a consistent manner in compliance with all HSE, Company policies and QA/QC process.
- Expediting orders placed with sub-contractors and act as an initial contact for any technical queries.
- Reporting to Technical Sales Manager & Regional Sales Manager.

- Dates** : From Nov. 2013 till Sep. 2017
- Employer** : SEAHARVEST Oil & Gas
- Job title** : Senior Technical Sales & Operations Engineer  
(Asset Integrity & Wellbore Technology Solutions)
- Job Description** :
- A Promotion was granted on Nov. 2013 due to the records and progress achieved while being Senior Field Engineer & Field Coordinator.
  - Sales, Marketing & Management Qualifications & Experience (from Nov. 2013 till Sep. 2016):
    - Field operation (Cement & Casing Jobs).
    - Tenders evaluation, preparing and planning (Technical and commercial) from A to Z.
    - Contracts evaluating, negotiating and following up.
    - Issuing more than 100 P. Orders with total amount around 7.5 million US Dollars during the last 4 years.
    - Achieving revenue with average monthly rate around 100,000 US Dollars.
    - Performed day-to-day product sales, marketing, and service activities.
    - Control inventory level & to follow-up all shipments until receipt/stored.
    - Preparing quotations & proposals for incoming tenders & inquiries.
    - Identifying technical needs of customers through product knowledge and geographic understanding of challenges.
    - Assure that all operations are performed in a consistent manner in compliance with all HSE, Company policies and QA/QC process.
    - Utilize project management skills and tracking tools in the organization and execution of project assignments.
    - Provide guidance to less experienced staff.
    - Maintain an overview of the external market and my company marketing strategies by collaborating with the Region/Country Business Development, Account and Tech Teams to identify opportunities to grow profitable revenue and maintain awareness of the technology available.
    - Sourcing new partnership with potential Vendors.
    - ISO 9001 & HSE documents controlling and modifying.
    - Budget building & controlling.
    - Technical qualification for more than 25 manufacturer.
    - QA/QC for all received/dispatched float equipment and centralizer orders.
    - Prepared technical offers for more than 100 tenders and 300 RFQs during the last 8 years.
  - Senior Technical Sales & Operations Engineer (Asset Integrity) (from Nov. 2013 till Sep. 2017):
    - Highly skilled Sales & Operations Engineer on day to day basis.
    - Identifying new business opportunities in different segments with

- new Customers.
- Daily face to face clients meeting to ensure smooth and good delivery for all our products and services, and also increasing sales Volume.
- Market Intelligence and penetration to facilitate identifying new sales opportunities.
- Working closely with all company departments and business units, accurately.
- Reviewing the work flow with a moderate flexibility with all operations updates.
- Improving and analyzing the market share uses all available financial reports and data obtained from customers.
- Forecasting budget and monitoring results.
- Widen our range of services based on market demand and updates.
- Ensuring a deep long-lasting relationship with Key clients.
- Co-coordinating the 3-Ps (People, Product & Process).
- Monitoring and supervising Company Accounts, to achieve specified targets.
- Keeping all existing Customers as loyal customers ensuring a long lasting business relationship.
- Identifying new sales opportunities in other disciplines within our scope of work With our existing Accounts. And also generating new sales potentials to Non-Existing Customers by widely spreading my company's philosophy.
- Supervising and participating in preparing all tenders and RFQs for our clients.
- Prepare Monthly, Quarter and Yearly Activity and Revenue Plan including Yearly TAM "Total Available Market" Survey.
- Coordinating with our vendors either inside or outside Egypt to meet our client's requirements, at the same time of securing the most beneficial deal for my employer.
- Participating in putting my divisions target and Budget plan.
- Responsible for All company operations in all company divisions.
- Participating in putting my division target and Budget plan.
- Market Intelligence preparation in co-operation with our BD department.

**Dates** : From May 2009 till Oct. 2013

**Employer** : SEAHARVEST Oil & Gas

**Job titles** : 

- Senior Field Engineer & Field Coordinator (from Dec. 2011 till Oct. 2013)
- Field Service Engineer (from May 2009 till Nov. 2011)

**Job Description** : Acting as Service Engineer:  
 Performing wide range of services concerning as:

- Field Engineer in downhole operations and Drilling Solutions and Completion for well (on Rigs and Work-Over).
- Pipeline solutions including Composites & Cold Repair services covering both, Technical issues and Business Focal point for all our clients In order to maintain a good strong long lasting business relationship, Water Jet cutting, Pipeline cleaning & flushing, Working with Ultra High Pressure (UHP) pumps.
- Jars and monel inspection by HOT-SPOT inspection detecting inside hidden cracks and defected zones.

- Lifting inspection: in co-operation with our principle REEL group.
- Casing & Cementing: Stage Cementing Equipment using DV tool stage collar with TOP-CO LP & Davis Lynch.
- Preparing documentations with Microsoft Dynamics GP 10.0 ® (registration files, tenders, quotations, bills, invoices, rentals ....).
- Drilling solutions as Solid Control operation.
- Integrity services like Sponge jet blasting, Cleaning vessels, Concrete repair and other products (Enecon Repair don't replace).
- Bolting and Machining Services working with Hydratight.
- Painting Inspector from Sigma.
- Resistance to Corrosion & Metal Protection using OxiFree.
- Preservation for all plants by Cortec Corporation.
- Inspection on Pipelines.

**Field of experience :**

- Summary:
  - Oilfield services and drilling rig experience.
  - Operations Management & leadership experience.
  - Sales, Marketing and Business Development.
  - Electrical & Mechanical Engineer.
  - 13+ years Energy, Oil & Gas Experience.
  - Business Development Manager - Egypt at Varel Energy Solution - Downhole products (Current).
  - Senior Technical Sales & Operations Engineer (Previous).
  - Senior Field Engineer & Field Coordinator.
  - Junior Field Engineer / Asset Integrity & wellbore solutions.
  - Field Service Engineer.
  - Inside Sales & Proposal Engineer.
- Skills: Excellent Commercial & business awareness, Sales Skills Operations, Management, Communications skills, Business Development & Market Intelligence, Market Penetration, Customers & Vendors Oriented, Creative problem solving, Project Management, People Management, Supply chain.