

Holds a B. Sc. in Industrial Electronics & Control Systems and has about 6 years experience working in sales and business development.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 10/04/1993
Gender : Male
Marital Status : Married
Residence : New Cairo

EDUCATION

: B. Sc. in Industrial Electronics & Control Systems, Menoufia University, 2016

LANGUAGES

Arabic : Native Language
English : Very Good
French : Basics

COMPUTER SKILLS

: Windows, MS Office, Internet
: Programming languages: C++, Q basic
: Multisim, Proteus, Labview, MATLAB
: Linux (Ubuntu)
: Control system design and implementation using classic control, PLC, microcontroller (PIC) and Arduino
: Measuring Equipment (Multimeter - Function Generator - Megger)

TRAINING COURSES AND CERTIFICATIONS

: Wika Academy: Building Relationships in Sales (2021).
: Wika Academy: closing the sale (2021).
: Wika Academy: force measurement (2021).
: Wika Academy: instrumentation valves (2021).
: Wika Academy: level measurement (2021).
: Wika Academy: flow measurement (2021).
: Wika Academy: pressure measurement (2020).

- : Dale Carnegie: business writing (2020).
- : Asfour Engineering: caterpillar diesel generator operation (2016).
- : Modern Concrete Company: official visit to make a report about the industrial process control system and the plant instruments (Apr. 2016).
- : InnovEgypt program: Entrepreneurship, Marketing, Feasibility analysis, Team work (Feb. 2016).
- : AGIBA Petroleum Company, Ashrafy field: Offshore Safety, Pneumatic control (Aug. 2015).
- : Menoufia University: PLC & classic control (2015).
- : El Sewedy electric, egytech, transformers, united metals: Cable drawing, insulation, bedding, arming and sheeting, Stages of dry transformer, Transformer test, Copper furnace control (Jul. 2015).
- : Injaze innovation camp: Business ethics, Business model (Feb. 2015).
- : Al Ahram Beverages Company, Abo Hamad factory: Production line control (Jan. 2015).
- : AGIBA Petroleum Company, Meliha field: Types of pumps, Pump operation control (Aug. 2014).
- : SUEZ Oil Company, Ras Fanar field: Offshore Safety, Pneumatic control, dealing with toxic gases (H₂S) (Jul. 2014).
- : San Masr Company, ASORC site: Project management, Process control, Cables types (Jul. 2014).
- : South Dabaa Petroleum Company: DCS, Gas Oil separation process, Instrumentation Devices (Sep. 2013).
- : AGIBA Petroleum Company, Aghar field: Safety rules, Power generation, Power distribution, solar power (Aug. 2013)

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Nov. 2021 till now
- Employer** : Global Technical Services (Yokogawa Agent)
- Job title** : Business Development Manager
- Job Description** :
- Handling and initiating new business in the industrial and residential sectors (End Users and EPC) in Egypt with the scope of Automation, instrumentation, ELV systems, smart metering solutions.
 - Working closely with venders to ensure mutual cooperation and portfolio extension.
 - Provide support for the team regarding instrumentation.
 - Handling O&G inquiries for Yokogawa TMI products.
 - Regularly update sales pipeline on SAP CRM.
 - Customer visits, product presentations, introducing our services to the market.
 - Handling the customer inquiries & technical questions of the customer.
- Dates** : From Apr. 2019 till Oct. 2021
- Employer** : Wika (instrumentation multinational market leader)
- Job Description** :
- Egypt Distribution Sales Manager (2021):
 - Provide technical support for our distributor.
 - Searching for potential distributors in different sectors and areas.
 - Looking after the daily traders RFQs.

- Achievements:
 - ❖ Agreement with a new distributor according to Wika rules and sales plan to meet annual target in specific industries.
 - ❖ Sales growth with the pressure gauges' distributor by 70 %.
- Key Account Manager (Steel, Mining, Cement, Food and Pharma) (2019 - 2020):
 - Customer visits, product presentations, introducing new products to the market.
 - Handling the customer inquiries & technical questions of the customer.
 - Handover and discussion of quotations & technical replies.
 - Attending tenders opening and analysis of competitors offers.
 - Reviewing customer orders, and checking if there is any discrepancy.
 - Follow-up with the customers on Open quotes.
 - Support and share in the marketing activities of WIKA NE (Exhibitions, seminars, ...etc.).
 - Market and competition analysis.
 - Building reliable database for contacts and competitor prices.
 - Achievements:
 - ❖ Canal Sugar: secure all pressure and temperature indicators in the biggest sugar factory in the Middle East for Wika.
 - ❖ National Company for maize products: supplying 20 Radar sensors as the first batch for level measurement of the final products' tanks.
 - ❖ Suez Steel: secure most of temperature measurement in the DRP against the brand provided by the system manufacturer.

Dates : From Oct. 2016 till Mar. 2019

Employer : AGEC

Job title : Sales Engineer

Job Description :

- Create technical/commercial quotations for Instrumentation and DC solutions, products & service.
- Support our customers with technical and commercial advice.
- Making sales visits for potential and existing customers.
- Following up open quotations.
- Regularly update sales administration on CRM system.
- Achievements: Sales growth of MeanWell products in through distribution channels in the specified area by 100%.