

Senior Business Development Executive – Assistant Business Development Manager

Holds a B. Sc. in Geophysics and has about 10 years' experience working in business development and sales.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 27/08/1991
Gender : Male
Marital Status : Single
Residence : Zeiton, Cairo

EDUCATION

: B. Sc. in Geophysics, Ain Shams University, 2012

LANGUAGES

Arabic : Native Language
English : Excellent
French : Basics

COMPUTER SKILLS

: Windows, MS Office, Internet
: AutoCAD, Solid Works, Tecla
: Salesforce, Flex and other sales coordination software
: Petrel software, Logplot, Logview, IP, Visio and Techlog software
: Geovation software, Winlogger, Grapher and Surfer software
: DTCIS, ICS, DCS, PCS, PLC, SCADA, CNC Systems

TRAINING COURSES AND CERTIFICATIONS

: Internship in Egyptian General Petroleum Corporation.
: Internship in Egyptian General Mineral Resources Authority.
: Internship in CGG Veritas to complete my graduation project in seismic data processing.
: ICDL course.
: Studying Online English Courses (TOEFL, IELTS).
: Studying Online Programming Courses (C, C++, C# and other languages).
: Drilling and Mud logging complete course approved by Petroservices GmbH and European Association of Geoscientists and Engineers (EAGE).

- : MER / General HSE Training - BV Egypt / Q1.
- : MER / General HSE Training - BV Egypt / Q2.
- : MER / General HSE Training - BV Egypt / Q3.
- : MER / General HSE Training - BV Egypt / Q4.
- : Cybersecurity Training.
- : COVID-19 DECONFINEMENT RETURN TO WORK OFFICE.
- : MER / COVID-19 DECONFINEMENT RETURN TO WORK.
- : Coronavirus: COVID-19.
- : Prevent Drive.
- : CIF - NA - DEFENSIVE DRIVING SAFETY, INTL.
- : CIF - HSE - HEAT STRESS.
- : Mental Health Module.
- : Dealing with Conflict Module.
- : CIF - NA 2018 STBT #6 - Driving & Hydroplaning.
- : SAF4-Video1 - Ladder Safety.
- : Fire Module.
- : Dealing with Stress Module.
- : Driving at Work Module.
- : Discovering Bureau Veritas.
- : Working at height.
- : Personal Protective Equipment (PPE).
- : Green Drive.
- : Prevent Drive.
- : Slips, trips and falls.
- : Welcome to Bureau Veritas – Onboarding Training.

CHRONOLOGICAL EXPERIENCE RECORD

Dates	:	From 2019 till now
Employer	:	Bureau Veritas Egypt
Job title(s)	:	Senior Business Development Executive – Assistant Business Development Manager
Job Description	:	<ul style="list-style-type: none"> • Responsible of Business Development for Oil & Gas and Chemicals Market / Industry Business Line and handle all Business Opportunities related to IND BL across Egypt offices and ME Region. • Study tenders, RFQs and contracts from our clients / submit Technical and Commercial proposals / prepare quotations and cost estimation for projects. • Contact subcontractors and coordinate business contribution between different departments inside my firm in offers preparation. • Responsible of registration company activities in all corporations and companies that we can create business with and follow up with technical committees. • Edit the Sales Plan of the company and define Targets. • Study joint ventures opportunities with other companies and develop Company Strategies.

- Study tenders, RFQS and contracts from our clients and prepare quotations and cost Estimation.
- Follow up project's implementation with site managers and project managers.
- Coordinate between departments to assure the implementation of projects based on schedule.
- Visit, attend meeting, greet business visitors and negotiate with clients.

Dates : From 2018 till 2019

Employer : GTI for Apache

Job title : Seismic Acquisition QC Client Representative Geophysicist

Job Description :

- Supervise Technicians and Field operators to achieve production Targets based on Exploration program designed by Apache Corporation in Western Desert Concessions.
- Work together with Field Geophysicists & Engineers to inspect Acquisitions' lines, Geophones, Cables, Vibrators, Facilities, Equipment, Machines and instruments and to Repair faults.
- Work together with Senior Geophysicist & Supervisors to assure the highest level of Performance and safety of the operations.
- Review and analysis Seismic Acquisitions and Field Processing Activities to control the quality of Product.
- Ensure high levels of performance and complete work on time and as agreed in the contract.

Dates : From 2016 till 2018

Employer : Total Solutions for Petroleum Services

Job title : Senior Technical Sales Engineer - Operation Engineer

Job Description :

- Study tenders, RFQS and contracts from our clients and prepare quotations and cost Estimation.
- In control production units of the workshops to fabricate steel based on shop drawings.
- Follow up Projects implementation with site managers and project managers.
- Supervise Technicians and operators to achieve production Targets based on production program.
- Work together with Electrical, Mechanical & Maintenance Engineers to inspect production lines, Facilities, Equipments, Machines and instruments and to Repair faults.
- Work together with Managers, Supervisors, tradesmen to assure the highest level of Performance and safety of the operations.
- Review QA/QC reports and analysis to control the quality of Product.
- Coordinate between departments to assure the implementation of projects based on schedule
- Visit, attend meeting, greet Business visitors and negotiate with clients.

Dates : From 2013 till 2016

Employer : Green Valley Oil Services

Job title : Business Development Engineer (Sales / Contract Engineer)

- Job Description** :
- Study tenders, sales orders and contracts from our clients and petroleum companies.
 - Screen potential business deals by analyzing market strategies, deal requirements and financials, evaluating options of investments opportunities; resolving internal priorities.
 - Develop negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
 - Represent the company in the field and take decisions and follow up project's implementation.
 - Ensure high levels of performance and complete work on time and as agreed in the contract.

- Field of experience** :
- Worked in Apache, Petrobel fields and other petroleum companies' fields and witnessed on a lot of drilling, Production, Processing operation and exploration activities for many companies.
 - Studied unexplored areas in Egypt at REGWA to find new underground water discoveries.