

Holds a B. Sc. in Electrical Power & Machines Engineering and has over 6 years' experience working in design, maintenance and sales.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 06/08/1993
Gender : Male

EDUCATION

: B. Sc. in Electrical Power & Machines Engineering, Helwan University, 2016

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet

TRAINING COURSES AND CERTIFICATIONS

: Summer training at Badr El-Din for Petroleum Company (Sep. 2015).
: Summer training at Petrogulf Misr for Petroleum Company (Aug. 2015).
: Summer training at Electrolux Company (Jul./Aug. 2014).
: Summer training at West Cairo Electricity Plant (Jun./Jul. 2014).
: Summer training at Cairo Oil Refining for Petroleum Company (Aug. 2012).
: Made wireless controlled robot using Arduino and Bluetooth module (2015).
: Classic control and Arduino.
: Pneumatic systems.
: PLC and Advanced PLC.
: AutoCAD 2D

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Feb. 2022 till now
Employer : Medgenco International Trade Co. – Cairo
Job title : Sales Manager

Job Description :

- Mapping client needs & providing best products to suit their requirements.
- Researched and communicated with prospective customers.
- Gave product presentations to customer regularly.
- Learned client and system needs by working closely with the company sales team and engineers collaborating promotion and customer support.
- Designed and implemented sales plan, identified sales possibilities and consistently met the sales goals as planned.
- Recommended various improved machinery to customers by showing how these changes and improvements would lower costs and improve performance.
- Searched for and identified potential customers for firm's products and services.
- Arranged equipment demonstration and ran equipment checks and trials to ensure safety and effectiveness.
- Received company training to master product line specifications as quickly and effectively as possible.
- Provided updates products and services to clients and company managements.

Dates : From Nov. 2020 till Jun. 2022

Employer : Engineering and International Trading Co. (Makinat Abou-Seif), Cairo

Job title : Senior Technical Sales Engineer

Job Description :

- Selling Plastic production lines (Injection molding machines, Blow molding machines, Extrusion production lines and Bag conversion lines).
- Researched and communicated with prospective customers.
- Gave product presentations to customer regularly.
- Learned client and system needs by working closely with the company sales team and engineers collaborating promotion and customer support.
- Designed and implemented sales plan, identified sales possibilities and consistently met the sales goals as planned.
- Recommended various improved machinery to customers by showing how these changes and improvements would lower costs and improve performance.
- Searched for and identified potential customers for firm's products and services.
- Arranged equipment demonstration and ran equipment checks and trials to ensure safety and effectiveness.
- Received company training to master product line specifications as quickly and effectively as possible.
- Provided updates products and services to clients and company managements.

Dates : From Dec. 2017 till Oct. 2020

Employer : Egyptian Packaging & Plastic Systems Corp. – Cairo

Job Description :

- Technical Sales Engineer (Jan. 2019 – Oct. 2020):
 - Researched and communicated with prospective customers.
 - Gave product presentations to customer regularly.

- Learned client and system needs by working closely with the company sales team and engineers collaborating promotion and customer support.
- Designed and implemented sales plan, identified sales possibilities and consistently met the sales goals as planned.
- Recommended various improved machinery to customers by showing how these changes and improvements would lower costs and improve performance.
- Searched for and identified potential customers for firm's products and services.
- Arranged equipment demonstration and ran equipment checks and trials to ensure safety and effectiveness.
- Received company training to master product line specifications as quickly and effectively as possible.
- Provided updates products and services to clients and company managements.
- Electrical Maintenance Engineer (Dec. 2017 – Dec. 2018):
 - Inspect and test the new machines.
 - Installation the new machines.
 - Provide training for the client and monthly visit for inspecting the machines.
 - Doing maintenance for the break down machines during warranty period.
 - Provide technical advice to the sales team on all the products.
 - Customer service excellence to achieve customer satisfaction, by working to resolve complaints, measure the satisfaction level and maintain it at the satisfied level.

Dates : From Feb. 2017 till Nov. 2017

Employer : Al-Mohandes International (AMI) Company

Job title : Electrical Design Engineer

Job Description :

- Design engineering solutions, including drawings and calculations according to specification. Contributing to design reviews and design verification, modifies design as necessary.
- Following work plans and cost estimates for work in one's area of responsibility and ensures quality deliverables on time and at targeted cost. Identifying variation requests to support contract claims.
- Completing risk and opportunity assessments and the implementation of resulting actions in one's area of responsibility reports any contract/quality/program/cost issues to management for resolution.
- Attending project meetings and presenting specific aspects of design assignments.
- Assisting in communication with customer pertaining to specific project design assignments or meetings.
- Using standard processes and tools, assists in developing new processes and tools for reuse of technical solutions.

Dates : From Oct. 2016 till Feb. 2017

Employer : Arab Contractors for Utilities, Operation, Maintenance & Service Company

Project : Ministry of Finance Site

Job title : Electrical Maintenance Engineer

- Job Description** :
- Develop maintenance schedules for preventive plan.
 - Maintenance reports and statistics to Plan and modify maintenance activities.
 - Confer with management, engineering, and quality control personnel to resolve Maintenance problems and recommend measures to improve operations and Conditions of machines and equipment.
 - Prepare department budget and monitor expenditure of funds in budget.
 - Troubleshoot all Electrical Components for the machines.
 - Machines analysis for setting up Maintenance plan.