

**106664-CVL-56CDE-E-2016**  
**Business Development Senior Engineer**

Holds a B. Sc. in Civil Engineering and Master Degree in Structural Engineering. Has more than 6 years experience working in construction, design, technical office and business development.

## PERSONAL DATA

Nationality : Egyptian  
Birth Date : 19/05/1993  
Gender : Male  
Marital Status : Single  
Residence : Giza, Cairo

## EDUCATION

: B. Sc. in Civil Engineering, Cairo University, 2016  
: Master Degree in Structural Engineering, Cairo University  
: Secondary Education: Alsaidai School

## LANGUAGES

Arabic : Native Language  
English : Fluent

## COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet  
: AutoCAD 2D  
: CSI Programs (SAP - Etabs - Safe - Csi Column)  
: Adapt Builder  
: Revit Structure  
: Ram Concept  
: Matlab  
: Primavera

## TRAINING COURSES AND CERTIFICATIONS

: Structural Design (UTW - "University to Work Program"), ECG (May 2015 – Oct. 2015).  
: Technical Office Course (Tendering, Cost Breakdown, Quantity takeoffs, Invoices, cost control, planning) (Online) (Sep. 2018 – Apr. 2019).  
: Revit Structure, Lynda (Jan. 2019 – Mar. 2019).  
: Site training at Orascom & Besix – Project: Mall of Egypt (May - Aug. 2014).

- : Site training at Giza General Contracting & Real Estate Investment Co. (summer 2013).

## CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Sep. 2022 till now
- Employer** : ACROW MISR, Egypt
- Projects** :
- HSR Project - El Soadaa Group, Egypt (PT Girder, PT Bars & Bearings)
  - HSR Project - EDECS, Egypt (PT Girder, PT Bars & Bearings)
  - HSR Project - El Salam, Egypt (PT Girder, PT Bars & Bearings)
  - Gen. Kamal Amer Axis - El Soadaa Group, Egypt (PT Girder)
  - Amr Ibn Al-Aas axis - El Salam, Egypt (PT Girder)
  - Gerga - Dar El Salam Axis Bridge - El Salam, Egypt (PT Girder)
  - Water Tanks - United Gulf Construction, Kuwait (Post Tensioning Works in Tanks)
- Job title** : Business Development Senior Engineer (PT Business Unit)
- Job Description** :
- Business Development for Acrow (PT Unit)'s services over Mena region and Africa including leading the Business Development team, Business Development planning, venturing in new markets.
  - Developing global agreements with key clients.
  - Setting the company's pre-qualification approaches, assisting the top management during opportunity analysis and selection, Study and submit proposals for tendering projects.
  - Overseeing the tendering activities of the department. Review and approve the design received from the consultant and ensure value engineering.
  - Prepare BOQ quantities using different tools such as Ram Concept, Adapt and AutoCAD.
  - Determine project feasibility by estimating quantities and cost of materials, equipment, or labor.
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- Dates** : From Jan. 2021 till Aug. 2022
- Employer** : Porta West-Genena Group, EGYPT
- Projects** :
- Santorini New Alamein Compound (59 Buildings) - El Soadaa Group, Egypt (Post Tensioning Works in Slabs)
  - Taj Misr Tower - New Administrative Capital, Egypt (Supply Post Tension System)
  - Dejoya 1 Compound (31 Buildings) - Taj Misr Construction, Egypt (Supply Post Tension System)
  - Dejoya 2 Compound (16 Buildings) - Taj Misr Construction, Egypt (Supply Post Tension System)
  - Zavani New Capital Compound (20 Buildings) - Taj Misr Construction, Egypt (Supply Post Tension System)
  - Ain El-Seira Complex (3 Buildings) - Blue Sky, Egypt (Post Tensioning Works in Slabs)
  - JAYA Mall - New Administrative Capital - Egyptian developers, Egypt (Post Tensioning Works in Slabs)
  - SOLDIER Mall - New Administrative Capital - waren developments, Egypt (Post Tensioning Works in Slabs)
- Job title** : Business Development Technical Office Manager

- Job Description** :
- Business Development for (Engineering Solution department)'s services over Egypt including leading the Business Development team, Business Development planning, venturing in new markets.
  - Negotiate contractual terms with agency – Strong Force Post Tensioning Company.
  - Negotiate contractual terms with agency – EEE Group / UNI DOME Company.
  - Negotiate contractual terms and award contracts with local suppliers and Subcontractors.
  - Lead a team of engineers and ensure to build and nurture relationships and to share knowledge and assist in the mentoring and technical development of the team.
  - Review and approve the design received from the consultant and ensure value engineering.
  - Building a 3D analysis model for various projects using Etabs & SAFE for designing substructures and superstructures.
  - Design post-tension slabs for in-house projects using Egyptian codes and others.
  - Study and submit proposals for tendering projects.
  - Coordinate with other disciplines (Arch., MEP).
  - Prepare BOQ quantities using different tools such as Ram Concept, Adapt and AutoCAD.
  - Determine project feasibility by estimating quantities and cost of materials, equipment, or labor.
- Dates** : From Nov. 2019 till Dec. 2020
- Employer** : INMA Construction-Genena Group, EGYPT
- Projects** :
- Must University Extension - Samcrete, Egypt (PT SLABS)
  - R05, New Administrative Capital - Orsacom, Egypt (PT SLABS)
  - R05, New Administrative Capital - Medcom, Egypt (PT SLABS)
  - Trivium Zayed Mall - INMA development, Egypt (Core & Shell)
  - Trivium Square - INMA development, Egypt (Core & Shell)
- Job title** : Technical Office Manager
- Job Description** :
- Initiated Technical Office in the company.
  - Manage team to meet the budget and the schedule of projects.
  - Leading team to design mega projects (R05 & Latin District – Must University).
  - Analyze, plan and develop requirements and standards in reference to scheduled projects.
  - Assign and oversee the daily tasks of engineers while ensuring all subordinates are actively working toward established milestones.
  - Review and approve the design received from the consultant and ensure value engineering.
  - Building a 3D analysis model for various projects using Etabs & SAFE for designing substructures and superstructures.
  - Design Post Tension slabs for in-house projects using Egyptian codes and others.
  - Study and submit proposals for tendering projects.
  - Coordinate with other disciplines (Arch., MEP).
  - Prepare BOQ quantities using different tools such as Ram Concept, Adapt and AutoCAD.

**Dates** : From Aug. 2017 till Oct. 2019  
**Employer** : CDEC (Center of Design & Engineering Consulting)  
**Projects** :

- Bloom Fields (Phase 01 & 02) - TATWEER MISR, Egypt (Full Design)
- New Giza (Neighboring 03), Egypt (Full Design)
- R05-PT Buildings – Al-Marasem, Egypt (PT Slabs)
- Fanadir Bay - Orascom, Egypt (Full Design)
- East Town - Sodic, Egypt (PT Slabs)
- Emaar Square R11 Tower, Egypt (Value Engineering)
- Fouka Bay - TATWEER MISR, Egypt (Full Design)
- Giza Palace - Alamar, Egypt (Shop drawings)

**Job title** : Structural Design Engineer  
**Job Description** :

- Full design package for R.C projects.
- Post tension specialist.
- Prepare reports for checking safety of already executed projects.
- Shop drawings for RC projects.
- Manage project and coordinate with Arch.
- Attend technical meetings and site visits.
- Preparing the invoices.
- Supervision over site progress in post tension works.

**Dates** : From Jan. 2017 till Jul. 2019  
**Employer** : Giza General Contracting & Real Estate Investment Co.  
**Project** : Stone Residence in New Cairo  
**Job title** : Technical Office Engineer & Site Engineer  
**Job Description** :

- Preparing the shop drawings.
- Taking off quantities (Civil, Arch. & MEP works). Preparing the invoices (owner & sub-contractor).
- Keeping accurate records and resolving project matters. Coordination between project parties.

**Dates** : From Sep. 2016 till Oct. 2017 (part time)  
**Employer** : EJEC  
**Projects** :

- Fayoum Institute for Tourism and Hotels (Design)
- Branch of the New Cairo University in (ben- the Sarayat) (Design)
- Villa in 6th of October (Shop drawings and QS)

**Job title** : Structural Design Engineer  
**Job Description** :

- Preparing Design Drawings.
- Preparing Calculation Sheet and Models.

**Dates** : From Aug. 2016 till Jul. 2019  
**Employer** : Giza General Contracting & Real Estate Investment Co.  
**Project** : Stone Residence in New Cairo  
**Job title** : Site Engineer  
**Job Description** :

- Responsible for 21 buildings in the project.
- Preparing site reports and filling in other paperwork.
- Day-to-day management of the site.