

100392-PSC-E-2000
Project Manager & Business Development

Holds a B. Sc. and MSEE Master degree in Electrical Power & Machines Engineering. Has about 12 years hands-on experience working in project management and scheduling.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 18/06/1977
Gender : Male
Marital Status : Married
Residence : USA

EDUCATION

: B. Sc. in Electrical Power & Machines Engineering, Ain Shams University, 2000
: MSEE Master in Electrical Power & Machines Engineering, University of South Florida – USA, 2004

LANGUAGES

Arabic : Native Language
English : Excellent

COMPUTER SKILLS

: Windows, MS Office, Internet
: AutoCAD, SAP

TRAINING COURSES AND CERTIFICATIONS

: SAP (ERP).
: Low voltage equipment.
: Medium voltage equipment.
: Internal Arc.
: Time Management.
: Negotiation skills.
: Consultation Selling.
: Communication Skills – Logic Consulting.
: Team Management and Team Building.
: Account Management.
: Finance for non-financials.

- : AutoCAD
- : Internship as Electrical Engineer at SQUARE D (TAMPA, FL, USA) – Entity of Schneider Electric (2005):
 - Reviewing customer specifications/drawings to ensure quote is technically compatible and competitive.
 - Providing quotations to customers by utilizing sales and technical knowledge.

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From 2009 till now
- Employer** : Smart Solution (Pittsburgh, PA, USA)
- Job title** : Project Manager and Business Development
- Job Description** :
- Studying and analyzing tenders.
 - Review the project contract.
 - Preparing technical and commercial offers, and contracts documentation.
 - Business Development & Management home automation, security systems, VDR systems (Vehicle Data Recorder) and Fleet Management Systems Business Solutions.
 - Acquiring and negotiating International Agreements and Agencies.
 - Importing & Exporting Processes Management.
 - Develop business relationship with the customer.

- Dates** : From 2007 till 2009
- Employer** : Schneider Electric North East and Africa (Cairo, Egypt)
- Job title** : Project Manager – Regional Consultation Center
- Job Description** :
- Studying and analyzing tenders of 0.2 up to 36KV switchgears.
 - Review the project contract.
 - Preparing technical and commercial offers, and contracts documentation.
 - Management of project integration, scope, time, cost, quality, resources, communications, procurement, and risk.
 - Planning, organizing, and building up the work breakdown structure.
 - Risks and opportunity forecasting and analyzing.
 - Internal and external follow-up and coordination with the support division functions, suppliers, sub-contractors, customer, and all the stakeholders.
 - Monitoring, controlling, and securing project triple constraints; scope, time, and budget.
 - Developing and implementing policies and procedures to smoothly bring-in projects under budget and ahead of schedule.

- Dates** : From 2005 till 2007
- Employer** : SQUARE D (SENECA, SC, USA) – Entity of Schneider Electric
- Job title** : Application Engineer
- Job Description** :
- Design of switchgear and switchboards based on customer plans and specifications as per NEC and NEMA standards.
 - Design of basic control/relay schemes using AutoCAD.

- Prepare the bill of material BOM and drawings for the completion of project and get it approved by the client.
- Attending regular meeting with field office and sales and keeping them informed of progress.
- To supervise and monitor the workshop force to maintain the work complete as per customer satisfaction.
- To resolve any unexpected technical difficulties and other problems that may arise at any time.
- Prepare the as built drawings for the completion of project and get it approved by the client after their inspection.