

Holds a B. Sc. in Electrical Power & Machines Engineering and has about 18 years hands-on experience working in automation / embedded control system field as Technical / Sales Engineer.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 13/03/1978
Gender : Male
Marital Status : Married
Residence : Cairo

EDUCATION

: B. Sc. in Electrical Power & Machines Engineering, Helwan University, 2000

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet
: AutoCAD
: MS Project
: MS Visio

TRAINING COURSES AND CERTIFICATIONS

- : Course in Enpac 2500 Vibration Monitor System at AMSOL EGYPT.
- : Rockwell Automation, technical training about:
 - PLC Basics.
 - PLC programming using all PLC Families for RA.
 - SCADA programming.
 - HMI programming.
 - Interface solutions technology programming.
 - Communication programming.
 - Vibration Monitor programming.
- : Training on on-grid solar solution system using many types of cells technique, EAST Solar System.
- : Phoenix Contact technical training (from 2003 till 2004) about:
 - Terminal Blocks.
 - Interface Cards & Devices.

- Surge Voltage Protection.
 - Instrumentation & Installation.
 - Automation Systems.
- : At Shoubra El-Kheima Power Station (1997):
- Electric Machines & Turbines (summer 1997, 3 months).
 - High Voltage & Medium Voltage training (summer 1997, 3 months).
- : At Faculty of Engineering (from 1996 till 1997):
- Drawing training (summer 1996, one month).
 - Several work shops training (summer 1997, one month).

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Mar. 2012 till now
- Employer** : EAST (Engineering & Services Technology), Cairo
- Job title** : Technical Sales Team Leader
- Job Description** :
- Main Responsibilities:
 - Generating business opportunities using the company technical and knowledge competencies.
 - Technically studying the customer requirements, evaluating and proposing solutions.
 - Follow-up certain number of client (accounts) to generate the requested targets from them.
 - Assisting the company director in generating the yearly business plan.
 - Technical Support for All PLC Programming, SCADA System, All Field Instruments and Valves in Petroleum Companies.
 - Foundation an integration solution for control solution.
 - Planning to execute all ITS A activities in the Middle of Africa Countries.
 - Producing All Possible Technical Integration Solutions to Off Shore / On Shore Oil & Gas Sites.
 - Open new Channels in all Egyptian Market Segmentations.
 - ACTUAL Success P.O's (with EAST) in Oil & Gas Sector:
 - Egyptian Petroleum Company (EPC) (Crane - Turn Key Project):
 - Bill of materials handling.
 - Final Inspection Approval with Client / EAST Technical team.
 - Arrangement & Successful FAT activities.
 - Proceed for getting Down payments / Commercial requirements for projects.
 - Arrangement & Successful SAT activities.
 - Achievement to convince our Client for Extension Of project & Communicate Crane Signals with PLC System.
 - Achievement to convince our Client for Drives & Motors Spare parts for two years.
 - Egyptian Propylene & Polypropylene Company (EPP) (GAS Analyzers Delivery Materials):
 - Bill of materials handling.
 - Achievement to get this P.O competition with main Multinational companies like ABB.
 - Achievement Discussions with Client to improve all our oil & gas services with competitive prices.

- Achievement all required spare parts analyzers in actual delivery time.
- Egyptian International Gas Technology (GASTEC) (Schneider Delivery Materials):
 - Bill of materials handling.
 - Achievement to get this P.O competition with main Multinational companies like Schneider.
 - Achievement for Delivery materials in actual delivery time.
- Nasr Petroleum Company (NPC) (EX-Proof Junction Boxes Delivery materials) + (Fire Alarm Control Modules Delivery Materials):
 - Bill of materials handling.
 - Achievement to get this P.O competition with main Multinational companies like Giza System.
 - Achievement for Delivery materials in actual delivery time.
 - Achievement to convince our Client for Upgrade an existing DCS System with new one & already done using ABB DCS SYSTEM.
- Cairo Oil Refinery Company (CORC) (EX-Proof Siemens Motors Delivery materials):
 - Bill of materials handling.
 - Achievement to get this P.O competition with main Multinational companies like ABB, Schorch, Loher.
 - Achievement for Delivery materials in actual delivery time.
- CO-Operation Company (COOP) (Electromagnetic Flow meters Delivery materials):
 - Bill of materials handling.
 - Achievement to get this P.O competition with main Multinational companies like Rosemount, Emerson, Kobold.
 - Achievement for Delivery materials in actual delivery time.
- Misr Petroleum Company (MPC) (S7 Siemens Spare parts Modules Delivery materials):
 - Bill of materials handling.
 - Achievement to get this P.O competition with main Multinational companies.
 - Achievement for Delivery materials in actual delivery time.
 - Final Inspection Approval with Client / EAST Technical team.
 - Arrangement & Successful FAT activities (Connection Between Siemens PLC & SCADA System).
 - Proceed for getting Down payments / Commercial requirements for projects.
 - Arrangement & Successful SAT activities.
- CURRENT ACHIEVEMENT IN EAST –PST OIL & GAS SECTOR:
 - Achievement Official Registration in: EGPC, EGAS, GANOBE.
 - Achievement Official Registration in more that 120 Oil & Gas Companies in Egypt within one Year(Investment, Multinational, Public Sector, Joint Venture).
 - Sharing for most Public / Limited Tenders: Study the tender specifications, device selection, estimate cost and required materials, make site inspection when needed, get quotation for services and products required to achieve required specification of the tender and negotiate payment, delivery and warranty conditions.

- Responsible for all aspects of supporting the tendering within Sales and Marketing.
- Support the proposal manager and to execute the effective delivery of the tender on time and to budget.
- Support the commercial and contractual proposal management.
- Support project schedule on time execution.
- Support the electrical engineering function for the proposal.
- Develop close relationships with specific members of the customer's organization to support the proposal Management Support.

Dates : From Jan. 2010 till Feb. 2012

Employer : AMSOL (Automation Management Solution) - Rockwell Automation Solution Provider – EGYPT

Project : Alexandria – Ain Sokhna Sites, Egypt

Job title : Technical Projects Manager

Job Description :

- Technical Support for All PLC Programming, SCADA System in Arab Petroleum Pipelines Company (Sumed).
- Foundation an integration solution for control solution with Old Honey well DCS system (Baily infi90).
- Coordinating between all Project sections to execute the Project target.
- Solving all online Problems as Control or Instrumentations.
- Participate in All Technical and minutes of review meetings as process leader.
- Project management.
- Managing Project for Interfacing Project between Existing DCS Honeywell System (TDC3000) and New Rockwell SCADA Work Stations in Egyptian Petrochemical Company.
- Technical Support Manger for Wireless control Solutions for transferring all Required Data from All Plants to Main Head Office Using GPRS Solution in Alex WTP's.
- Design/Programming all PLC Programs and SCADA servers and advise any technical requirements in project.
- Manage projects for the above mentioned solutions.
- Manage an Automation and Control System in the Jebel Al-Asfar Waste Water Treatment Plant (Main Contractor: Degremont Company).

Dates : From Jan. 2008 till Jan. 2010

Employer : ROCKWELL AUTOMATION LIBYA

Job title : Regional Manager

Job Description :

- Regional Manager for ROCKWELL AUTOMATION LIBYA OFFICE.
- Technical Support Manager for All Services in Oil & Gas Libyan Companies.
- Technical Services For any Automation Case in The all types of Industries.
- Sales Manager for sales & marketing team in Branch Office.
- Manage New Extension Pumping Stations In AKAKUS OIL And GAS Libyan Company.
- Install & Program new PLC Programming for 8 Medium Voltage Pump Station in Field.

- Solve & Support Programming Problems in one of the Great water Treatment Companies called (BiWater) Company.
- Tendering Project/Design Project and Automation Manager for the Great Man Made River Project in Libya (Phase Three / Phase Five).
- Introducing More Technical Solutions for Interfacing Software with Siemens System that placed in All Existing Phases in the Great Man Made River Projects with Televant / ABB Companies.
- Support the commercial and contractual proposal management.
- Support project schedule on time execution.
- Support the electrical engineering function for the proposal.
- Develop close relationships with specific members of the customer's organization to support the proposal management process.

Dates : From Jan. 2004 till Dec. 2007

Employer : AMSOL (Automation Management Solution) - Rockwell Automation Solution Provider – EGYPT

Project : Alexandria Water Treatments Plants Projects

Job title : Technical Site Engineer

Job Description :

- Control & Automation Engineer for Upgrading All automation System in All Main Alexandria Water Treatment Plants.
- Panel Builder & Site Engineer.
- Main Control & Power Engineer in Alex. Water General Authority Project with Main Contractor (MORGANTI).
- Supervising of Field Installations.
- Preparing the Control Process by Using Programming Logic Controls (P.L.C. System Allen-Bradley).
- Preparing the Field Instruments in each Plant.
- Preparing All Programming for each Panel by using ControlLogix5000 Allen Bradley Software in each Plant and SLC by using RS Logix Software 500.
- Preparing All MMI Screens for each Panel by using Panel Builder 32 Allen Bradley Software in each Plant.
- Commissioning and Start-up for each Control Panel of each Plant.
- Testing each Digital and Analog Points from Field to each Control Panel.
- Testing/Supervision for all SCADA System in all WTP Control Rooms using RSView 32 Software.
- Building / Testing all Required Communication Network Between all RTU's Panels in the Treatment Plant (Control Net and Ethernet Communication Network).
- Technical Support and Sales Engineer of Allen Bradley Products and offering all suitable solutions.
- Service and Maintenance Engineer for all Water Treatment Plants.
- On Job Trainer Engineer about Control System and Troubleshooting for Allen Bradley P.L.C Systems.
- Class Training for all used Applications in the Process Programming in all Plants.

Dates : From Jan. 2003 till Jan. 2004

Employer : Phoenix Contact Egypt

Job title : Technical Support & Sales Engineer

Job Description :

- Provide our customers with technical support of Phoenix Contact products and systems.
- System specification, design, implementation, configuration for Phoenix product and 3rd party Integration Systems.
- Provide post-sales technical expertise during the installation, implementation and maintenance of company products, following detailed customer installation requirements.
- Ensure that client's needs have been met and that the product/solution is fully functioning according to specification.
- Support to company sales staff and customer personnel by disseminating technical information on specific applications.

Dates : From Jan. 2002 till Jan. 2003

Employer : INDELEC EAUROPE - EGYPT

Job title : Technical Engineer

Job Description :

- Control Engineer.
- Power & Control Panel Designer.
- Site Engineer and give solutions for troubleshooting of any PLC systems specially Allen Bradley.
- Marketing & Sales Engineer.
- Technical Engineer for more companies agent & System integrator like:
 - Phoenix Contact.
 - Allen Bradley Automation System.

Dates : From Mar. 2001 till Jan. 2002

Employer : Egyptian Engineering and Controlling (E.E.C.), Cairo

Project : Automation work for NESTLE – Kaloub Yogurt Factory

Job title : Technical Engineer

Job Description :

- Design of the Automation System.
- Control Panel Builder.
- Supply & install of Automation & Control System.
- Design of programming (Ladder & User Interface).

Dates : From 2000 till 2001

Employer : Military Factory 99

Job Description :

- Upgrading programmable logic controller system SLC-500.
- Modification of hardware.

Skills:

- Allen Bradley PLC (Expert) (7-8 years experience): proven experience in PLC logic and programming with the following PLC: PLC 5, Micrologix Family, Compact Logix, SLC Family, Controllogix Family.
- Rockwell Software SCADA (Expert) (7-8 years experience): proven experience in Programming and build full configuration network for SCADA using the following:
 - RSView32 Programming tool.
 - FTView Programming S/W.
 - Panel Builder Software programming.
 - RSNetworx Communication Software.

- Prosoft Technology (3rd Party) (3-4 years experience): experience in Programming and Interfacing Between Allen Bradley PLC H/W Networks & Global Networks like:
 - Profibus Integration Module.
 - Modbus Integration Modules.
 - ASCII Interfacing Protocol Networks.
- AutoCAD (Advanced) (3-4 years experience):
 - As Built Drawings for Control Panels (PLC).
 - Design Lay out For New Technical Tenders.
 - Upgrading Existing Control Design Drawings.
- INSTRUMENT ANALYSIS & SELECTION TYPES FOR REQUIRED RFQ (Expert) (3-4 years experience): proven experience for Studying / Selecting Suitable Types from Instruments (Gauges / Transmitters / Switches) to meet required Technical Specs in Tenders or RFQ's.

- Field of experience :**
- I was one of several technical engineers with Rockwell Automation Distributor / System Integrators Companies in EGYPT, Cairo, before moving to EAST-PST Company in EGYPT, Cairo, as Sales Leader Engineer.
 - I'm specialized in working with the production, engineering, or research and development departments to determine how products and services could be designed or modified to suit customers' needs and what the best way to use them.