

Holds a B. Sc. in Electrical Power & Machines Engineering and has over 5 years hands-on experience working in sales, marketing and technical office.

PERSONAL DATA

Nationality : Egyptian
Gender : Male
Marital Status : Married
Residence : West Ain Shams, Cairo

EDUCATION

: B. Sc. in Electrical Power & Machines Engineering, Ain Shams University, 2012

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet
: Revit MEP
: AutoCAD
: Dialux

TRAINING COURSES AND CERTIFICATIONS

- : Professional Program PRMG, American University in Cairo (2016-2017):
 - PRMG 010 (Project Planning & Control Techniques).
 - PRMG 020 (Management of Project Resources).
 - PRMG 025 (Introduction to Project Management International Standards).
 - PRMG 030 (Project Budgeting and Financial Control).
 - PRMG 050 (Project Feasibility Studies).
 - PRMG 080 (Projects Bids and Contracts).
- : Training at Schneider Electric (1 month) (Aug. 2011): Sales & Services.
- : Training at Network Training Center (South Cairo) (2 weeks) (Jun. 2011): Transformers stations & protection.
- : Training at APEC (Associative Power Engineering Community) (Apr. 2011): Zafarna Wind Farm (1 day).

- : Training at Vodafone Egypt (2 months - night shift) (Jul./Aug. 2011): customer care (call center).
- : Training at Cairo Electricity Production Company (Jul./Aug. 2010): Stations Training Centre in West Cairo Station for generation (2 months).
- : Training at Petro Gas Company (1 month) (Aug. 2009): Maintenance (control systems of production of natural gas).
- : Self-learning of AutoCAD & Dialux Programs.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jun. 2017 till now
Employer : GMS "Engineering Company for Manufacturing Electrical Systems" (Authorized ABB Panel Builder)
Job title : Sales & Studies Engineer (LV Switchboards)
Job Description :

- Preparing quotations, tenders and proposals.
- Providing pre-sales and post-sales support.
- Managing and interpreting customer requirements.
- Establishing new, and maintaining existing relationships with customers.
- Providing product education and advice.
- Ensuring that sales targets are met.

Dates : From Jan. 2016 till May 2017
Employer : National Company for electrical equipment's (ABB Distributer)
Job title : Technical Sales Engineer (LV & MV Panels)
Job Description :

- Plan and priority personal sales activities and customer/prospect contact after the discussion with the Sales Manager.
- Respond to and follow up sales enquiries using appropriate methods.
- Make ongoing field visits to the area in order to find opportunities for sales, gathering market and customer information.
- Develop and update a list of clients and updates relevant information held in these systems.
- Make and participate of internal and external meetings with clients to identify needs and solve problems and to assist in business development.
- Study & evaluate the customers' tender documents, specification & requirements.
- Provide cost estimation, design and engineering documents.

Dates : From Jun. 2013 till Dec. 2015
Employer : National Company for electrical equipment's (ABB Distributer)
Job title : Tech. Support & Marketing Engineer
Job Description : Product Management, measurements, technical support for products.

Dates : From Jul. 2012 till Jun. 2013
Employer : Contra Net Company (for Infrastructure projects)
Job title : Technical Office & Executive Engineer
Job Description : Preparing technical & financial offers for tenders, participating in executing of Project about distribution & lighting in KARNAK tourism office (Egypt Air).