

Holds a B. Sc. in Electrical Power & Machines Engineering, PMP certificate and Master of International Business Administration. Has about 14 years of experience in the fields of industrial and energy sectors working in Procurement, Project Management and Business Development careers, and handling Engineering, Procurement and Construction Management activities in multinational environment.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 20/06/1982
Gender : Male
Residence : New Cairo

EDUCATION

- : B. Sc. in Electrical Power & Machines Engineering, Ain Shams University, 2005
- : Master of International Business Administration, EsIsca Business School, 2014
- : Secondary Education: Tarek Ibn Zead Languages School

LANGUAGES

Arabic : Native Language
English : Fluent

COMPUTER SKILLS

- : Windows, MS Office (Word, Excel, Power Point), Internet
- : MS Project
- : SAP & PRIMAVERA P6

TRAINING COURSES AND CERTIFICATIONS

- : Project Management Course in Knowledge Academy, certified by Project Management Institute:
 - Project planning technique.
 - Project monitoring & controlling techniques.
 - Business finance.
 - Organizational behavior.
 - Contract and quality management.
 - Strategic management.
 - Advance management and leadership.

- : PMP preparation course in AMIDEAST.
- : MIBA program:
 - Managerial Economics.
 - Financial & Managerial Accounting.
 - International negotiation.
 - Competitive intelligence.

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Sep. 2013 till now
- Employer** : [EGYPTROL](http://www.egyptrol.com)
- Job Description** :
- Lead Tendering Engineer (from Oct. 2018 till now):
 Manage bid activities for engineering, procurement, construction and commissioning & start-up services for power plant & substation projects to successful conclusion, ensuring the most appropriate bid strategy is selected and that the financial margin on all new business contracts complies with the companies' objectives. Ensure compliance with company risk assessment and risk management requirements. In addition to the previous responsibilities at EGYPTROL:
 - Review and update company tendering procedures.
 - Define new and potential opportunities.
 - Assessing risk factors to enhance bid or no bid decision.
 - Propose the right setup and plan for project execution.
 - Review and finalize cost estimates according to the available information.
 - Prepare quarterly progress reports indicating reasons for tenders win/loss.
 - Tendering & Proposal Specialist (from Sep. 2013 till Sep. 2018):
 - Review bid commercial aspects of potential contracts for contractual, technical, commercial risks, potential success and profit.
 - Participate in the team's effort to convert a high proportion of proposals and tenders into new business wins.
 - Leading the bid team, drive innovation into all bids by guiding brainstorming sessions, conducting lateral thinking sessions, and by using commercial acumen to provide a competitive advantage in every proposal.
 - Develop effective internal processes and co-ordinate the preparation of tenders including and not limited to Writing Plan, Allocating Resources, Contract Analysis, Risk Analysis, Tender Review and Commercial Checklist, Evaluation and Pricing, Submission, conduct post tender negotiations, prepare and lead the presentation.
 - Participate as directed in the development of supply/subcontract/service agreements and liaise with relevant staff in the use of these agreements
 - Participate in Contract Negotiation, Mobilization, Transition and Handover to project manager upon winning.
 - From Jun. 2015 till Oct. 2015: Assigned as Project Manager for Engineering Scope of Work for Replacement of Fire Fighting Network

System at SHOUBRAH EL-KHEIMA POWER STATION Project.

- From Jan. 2017 till Mar. 2017: Assigned as Project Manager for Engineering Scope of Work for Extension of Cairo West Substation Project.
 - Coordinate internal resources (Civil and Mechanical Engineers) to achieve SHOUBRAH EL-KHEIMA Project scope of work.
 - Coordinate internal resources (Primary and Secondary Electrical Engineers) to achieve Cairo West Substation Project scope of work.
 - Ensure the project are delivered on-time, within scope and within budget.
 - Responsible of contract execution (scope of work, time schedule, terms and conditions).
 - Ensure resource availability and allocation.
 - Develop a detailed deliverable list and time schedule to track progress.
 - Manage changes in project scope, schedule and costs.

Dates	:	From Mar. 2011 till Aug. 2013
Employer	:	Power System Projects - Subsidiary from Elsewedy-Electric
Project	:	Abu Qir 2x650MW Thermal Power Plant (Planning & Execution of CP-118)
Job title	:	Senior Project Engineer
Job Description	:	<ul style="list-style-type: none">• The scope of work includes engineering, procurement, construction, commissioning and start-up for mechanical work of CP-118 Abu Qir 2x650MW Thermal Power Plant.• Monitoring & control project time schedule and budget sheet.• Follow up engineering activities to assure submit technical document on time according to the project time schedule.• Prepare and issue material tracking system (MTS).• Follow up material and equipment supply to assure the delivery according to the project time schedule.• Prepare and issue purchase request to be submitted to procurement team.• Evaluate and negotiate the suppliers/subcontractors offers.• Review with engineering team document submittal requirements (DSR) log sheet.• Review weekly and monthly progress report to be issued for OWNER.• Conduct a weekly meeting with OWNER to review the engineering and procurement status.• Coordinate with OWNER any engineering and procurement activities.• Review Suppliers/Subcontractors submitted monthly progress report.• Conduct meeting with Suppliers/Subcontractors to resolve any conflicts.• Arrange suppliers/subcontractors site visit for construction supervision and commissioning & start-up.• Report critical issues to Project Manager.• Evaluate cost & schedule impact for changes/claims.• Follow up with OWNER punch list to be closed.

Dates : From May 2008 till Feb. 2011
Employer : AIR LIQUIDE (World leader in gases for industry, health and environment)
Projects :

- Saint Gobain
- Ezz Steel
- Air Separation Plant 6th of October
- Trust Chemical Industries (TCI)

Job title : Project Procurement Engineer
Job Description :

- Responsible of qualification process to select suppliers & contractor that required in supplying equipment and construct Air Liquide's new plant in Egypt.
- Prepare and issue projects procurement plan to be updated on monthly basis.
- Prepare and submit tender documents and RFQ to contractors/suppliers.
- Review and evaluate technical offers submitted by contractors/suppliers by coordination with engineering team.
- Make commercial evaluation for all submitted offers to select best offer according scope of work, specification and project budget.
- Negotiate with suppliers/subcontractors to assure their offers compliance with technical requirements and get best price, delivery time, terms of payment and other terms & conditions.
- Prepare purchase orders & contracts and get the required management approvals.
- Follow up purchase orders & contracts execution.
- Prepare project monthly cash flow.
- Responsible of finishing all logistics process and related documents for orders delivery.
- Review suppliers/contractors monthly progress report and invoices.
- Assist project control team in develop new project schedule and budget.

Dates : From Aug. 2007 till May 2008
Employer : Schneider Electric (the global specialist in energy management)
Job title : Project Purchasing Engineer
Job Description :

- Working in project management department and responsible of purchasing all required equipment in Schneider company's projects.
- Submit RFQ for suppliers.
- Make evaluation for suppliers offers.
- Negotiate with suppliers their offer compliance with RFQ technical requirements.
- Negotiate with suppliers the price, delivery time and terms of payment.
- Issue Purchase Orders and submit to suppliers.
- Follow up order delivery and payments process.
- Receive material receiving report from warehouse to review with suppliers.

Dates : From Jan. 2006 till Jul. 2007
Employer : ELSEWEDY ELECTROMETER
Job title : Purchasing Engineer

- Job Description** :
- Manage the process of purchasing foreign components in supply chain department to get best quality, price, delivery time and service from suppliers.
 - Looking for new suppliers.
 - Submit RFQ and receive offers.
 - Prepare purchase orders and letter of credits if required.
 - Follow up order delivery and shipment with suppliers and our logistic team.
 - Receive material receiving report from warehouse to review with suppliers.