

Holds a B. Sc. in Electrical Power & Machines Engineering and has more than 2 years hands-on experience working in technical office and sales.

PERSONAL DATA

Nationality : Egyptian
Gender : Male
Marital Status : Single
Residence : Cairo

EDUCATION

- : B. Sc. in Electrical Power & Machines Engineering, Cairo University, 2013
- : Secondary Education: As Salam College, an English language school. Studied English language and literature at an advanced level. Science and Mathematics have been taught in English.

LANGUAGES

Arabic : Native Language
English : Excellent
Italian : Basics

COMPUTER SKILLS

- : Windows, MS Office (Word, Excel, Power Point), Internet
- : Dialux, Docwin
- : AutoCAD 2D
- : Revit MEP

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Apr. 2017 till now
Employer : Smart Systems (Scientific and Lab Equipment)
Job title : Sales Engineer
Job Description :

- Learn the technical details concerning how our software works and what problems it solves for our clients.
- Create new sales and marketing strategies that target B2B customers and position our products as the best solutions for prospective clients.
- Generate high-quality sales leads and follow up after initial meeting.
- Identify areas where we can improve customer satisfaction and repeat business, then communicate those issues and possible solutions to

upper management.

- Set and achieve sales goals and quotas on a monthly and quarterly basis.
- Effectively communicate client needs to the R&D teams for future product enhancements.

Dates : From Jun. 2015 till Dec. 2016

Employer : Raka Design Consultants Group

Projects :

- Security Forces Medical Center Project in Riyadh and Jeddah, KSA:
 - Villa:
 - Systems: Low current, Power Lighting, Earthing and Lightning.
 - Area (m2): 450.
 - Floor number: 2.
 - Main task: Shop drawing.
 - Family apartment:
 - Systems: Lighting Power.
 - Area (m2): 1150.
 - Floor number: 7.
 - Main task: Re-design.
 - Single apartment:
 - Systems: Low current, Fire alarm system, Earthing and Lightning.
 - Area (m2): 1500.
 - Floor number: 8.
 - Main tasks: Re-design & shop drawing.
 - Car park:
 - Lighting, low current, Fire alarm system.
 - Area (m2): 1830.
 - Floor number: 3.
 - Main tasks: Re-design & shop drawing.
 - Single Nurses Fitness Center:
 - Systems: Lighting Power, Fire alarm system.
 - Area (m2): 2150.
 - Floor number: 2.
 - Main task: Re-design.
- King Abdullah Bin Abdulaziz for development of security facilities in Assir & Nejran, KSA:
 - Main dormitory:
 - Systems: Lighting and Power.
 - Area (m2): 4600.
 - Floor number: 2.
 - Main task: Shop drawing.
 - Admin:
 - Systems: Low current, Fire alarm system.
 - Area (m2): 1830.
 - Floor number: 2.
 - Main tasks: Re-design & shop drawing.
 - Central kitchen:
 - Systems: Low current, Fire alarm system.
 - Area (m2): 2150.
 - Floor number: 1.
 - Main task: Re-design.

- Main restaurant:
 - Systems: Power.
 - Area (m2): 6425.
 - Floor number: 2.
 - Main tasks: Re-design & shop drawing.
- Educational building:
 - Systems: Lighting Power, Earthing and Lightning.
 - Area (m2): 2860.
 - Floor number: 2.
 - Main tasks: Re-design & shop drawing.

Job title : Electrical Engineer

Job Description : Shop drawing for Interior lighting, Lux Calculation, Power, Low current, Grounding and Lightning Systems.

Dates : From Jan. 2015 till May 2015

Employer : Esperanza for Scientific Instruments

Job title : Sales Engineer

Job Description :

- Searching for new clients who could benefit from our products in a designated region.
- Travelling to visit potential clients.
- Prepare and deliver technical presentations explaining products or services to customers and prospective customers.
- Collaborate with sales teams to understand customer requirements and provide sales support.
- Calculating client quotations.
- Negotiating tender and contract terms.
- Offering after-sales support services.
- Preparing reports for head office.
- Liaising with other members of the sales team and other technical experts.