

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 dormatory:
      - 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.