

Holds a B. Sc. in Electrical Engineering (Electronics & Communications Dept.) and has over 8 years hands-on experience working in sales, purchasing, presales and technical support.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 29/10/1985
Gender : Male
Residence : Cairo

EDUCATION

: B. Sc. in Electrical Engineering (Electronics & Communications Dept.),
Zagazig University, 2007
: Studying MBA (Master Business of Administration) at Arab Academy for
Science, Technology & Maritime Transport (from 2016 till now)

LANGUAGES

Arabic : Native Language
English : Excellent

COMPUTER SKILLS

: Windows, MS Office, Internet
: VISO software
: TIA Portal selection tool from SIEMENS
: SIEMENS PLC
: VIPA PLC
: Schneider PLS
: WINCC SCADA
: MOVICON SCADA

TRAINING COURSES AND CERTIFICATIONS

: Instrumentation course for pressure, level and flow meters at ABB.
: Low voltage division Products manufacturing.
: Marketing management.
: Sales Management.
: Consumer behavior.
: Complementary Management.

- : Operation Management.
- : HR Management.
- : Training at Telecom Egypt Co.:
 - Telephone Networking.
 - Optical fiber.

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Jan. 2016 till Jan. 2018
- Employer** : Middle East for Automation Systems & Trading "MAS Trading"
- Job title** : Engineering and Presales Manager
- Job Description** :
- Reporting to the managing Director.
 - Setting Pre-qualification registration with clients and companies.
 - Managing the Team following-up all RFQs.
 - Reviewing product specification and client's requirements.
 - Approving RFQs as per the requirement and vendor management.
 - Creating the Project Costing Sheet and Technical-commercial offers.
 - Representing the company at the International Exhibitions overseas.
 - Select vendors and negotiate sales agreements to purchase the required products.

- Dates** : From Jun. 2014 till Dec. 2015
- Employer** : Middle East for Automation Systems & Trading "MAS Trading"
- Job title** : Presales Team Leader (Automation Dept.)
- Job Description** :
- Reported to the Presales Manager.
 - Created Pre-qualification registration with clients and companies.
 - Managed the international clients to ensure that their requirements are met.
 - Studied and Prepared the RFQs as per the contract requirements.
 - Estimated the resources and material for the entire project.
 - Create new vendors and suppliers.
 - Following with supplier all purchasing process.

- Dates** : From Mar. 2010 till Jun. 2014
- Employer** : Middle East for Automation Systems & Trading "MAS Trading"
- Job title** : Tendering, Proposals and Sales Engineer (PLC & SCADA and Instrumentation)
- Job Description** : Played a key role as a Sales, Purchasing, Presales and Technical support to operation team.

Skills:

- Water and waste water stations.
- Industrial communication.
- Food & beverage companies.
- Instrumentation.
- RTUs.
- Purchasing and negotiating.
- Instruction and Coaching.

- Leadership and Team Collaboration.
- Performance Monitoring.
- Engineering and Design Management.