

Holds a B. Sc. in Civil Engineering, a Post graduate Diploma in Project Management and is Certified Cost Professional (CCP). Has over 24 years hands-on experience in project control field.

## **PERSONAL DATA**

Nationality : Egyptian  
Birth Date : 14/09/1970  
Gender : Male  
Marital Status : Married  
Residence : New Cairo

## **EDUCATION**

- : B. Sc. in Civil Engineering, Cairo University, 1993
- : Post graduate Diploma in Project Management (two academic years), Cairo University, 2001
- : Completed qualifying studies for Master Degree in Construction Management, Cairo University, 2002
- : Professional program in Engineering Management and Engineering Management Certification International (EMCI), American University in Cairo, Feb. 2008 – May 2009

## **LANGUAGES**

Arabic : Native Language  
English : Very Good

## **COMPUTER SKILLS**

- : Windows, MS Office (Word, Excel, Power Point), Internet
- : CAD: AutoCAD – AutoLISP – Visual LISP
- : Programming: QBASIC – Visual BASIC – Visual C++
- : Database: Oracle – Access
- : Scheduling / Progress: Primavera – Suretrack – Pyramid (CCC In-house) – MCSIS
- : Document Management Software (AutoEDMS)

## **TRAINING COURSES AND CERTIFICATIONS**

- : Certified Cost Professional (CCP) from the Association of Advancement of Cost Engineering International (AACCI) – USA.
- : Certified European Assessor – European Foundation for Quality Management (EFQM).

- : Effective Communication Skills.
- : Time Management.
- : Report Writing.
- : English: TOEFL 560 / GRE 1600.

## CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Mar. 2012 till now
- Employer** : Energya Steel Fabrication – Energya Group  
 Energya was established in Egypt and KSA in 2006 as a fabricator for structural steel for industrial and commercial projects. Energya is considered one of the largest steel fabrication facilities over the Middle East region.
- Job title** : Commercial Director
- Job Description** :
- Supervising business development activities in order to ensure ENERGYA business growth.
  - Formulate, direct and coordinate commercial activities and policies to promote products and services, working with advertising and promotion managers.
  - Attend meetings and negotiate with clients the technical proposal, prices and terms for all company Projects.
  - Present the company to new clients and interviewed them with make visits to all factories.
  - Develop pricing strategies, balancing firm objectives and customer satisfaction.
  - Follow up requests for pricing which presented from new customers and organize visits to the factories.
  - Review of major Offers and the way pricing and formulation.
  - Conduct monthly meeting with the Departments of estimating costs and sales / bids to follow up the ongoing work and plan of action and achievement.
  - Direct the hiring, training, and performance evaluations of commercial and oversee their daily activities.
- Dates** : From May 2008 till Feb. 2012
- Employer** : Technological and Electrical Systems (TES) – Nozom Group  
 TES was established in Egypt in 1987 as a fabricator for electrical panels and other sheet metal products. In 2004; TES started its activities in fabrication of structural steel and equipment for major industrial projects (Cement, Power, Food, ...etc.).
- Job title** : Management Consultant
- Job Description** :
- Supervising business development activities in order to ensure TES business growth.
  - Developing cost management systems.
  - Enhancing fabrication shop productivity.
  - Assessment and selection of ERP system.
- Dates** : From Dec. 2005 till Apr. 2008
- Employer** : International Co. for Boiler Manufacturing & Steel Fabrication (IBSF)  
 (ISO 9001:2000 certified)

IBSF was established on 1964 as El-Nasr Boilers. Currently IBSF is a subsidiary Orascom Construction Industries. IBSF is a major boiler manufacturer in Egypt, Middle East and Africa and served as a subcontractor for many reputable multinationals like ALSTOM, ANSALDO, SIEMENS, ...etc. in major industrial and power projects. IBSF has a well equipped fabrication shop for pressure vessels, piping, and structural steel, the shop has ASME "U" and "P" stamps. IBSF employs more than 1,000 employees and has an annual turnover of LE 150 million.

- Job titles** :
  - General Manager for Business Development
  - Project Manager – ERP System Development Project
  - Committee Member – Performance Auditing Committee
  - Committee Member – Due Diligence Committee
- Job Description** :
  - Business Development:
    - Planning and monitoring of annual sales targets.
    - Development of pricing policies with the coordination of different departments (projects, finance, QA, ...etc.).
    - Development of long-term agreements with key customers (Hitachi).
    - Attend pre-tender meetings and customer visits when required.
    - Prepare proposals and estimates.
    - Review estimates and proposals with management.
  - ERP Project:
    - Serving as a liaison between IBSF and IT consultants.
    - Participating in survey of the existing system and procedures.
    - Participating in planning for the Future Process Model.
    - Participating in determining future hardware profile for IBSF.
  - Performance Auditing:
    - Review and assessment of currently working projects.
    - Forecasting company results for the current year.
  - Due Diligence (IBSF acquisition by Orascom Construction Industries):
    - Prepare due diligence technical requirements.
    - Attend due diligence review and negotiations meetings.
- Dates** : From Apr. 2004 till Nov. 2005
- Employer** : Kharafi National – Kuwait (ISO 9001:2000 certified)  
Kharafi National is one of the major contractors working in Middle East and Africa in diversified construction fields; e.g. Power, Petroleum, Chemical, Oil & Gas, Commercial & Industrial. Moreover, KN owns a fabrication shop for pressure vessels, piping, and structural steel, the shop has ASME "U" and "P" stamps. KN employs more than 9,000 employee and has an annual turnover of US\$ 350 million.
- Projects** :
  - Oil Field Assessment and Repair – South Iraq (Project Value: US\$ 53 million, Client: KBR International)
  - New Facilities for Kharafi National (New Equipment / Fabrication shops – New Headquarter) (Project Value: KD 6.0 million, Client: Kharafi National)
  - Symphony Complex (Mall / Hotel / Office buiding) (Project Value: KD 40.0 million (KN scope = KD 6.3 million), Client: Commercial Real-estate Company (CRC))
- Job title** : Senior Project Control Engineer

- Job Description** : • Developing detailed schedules and project control package including resource forecast, cost estimate, procurement register, and subcontracts logs.
- Collect accrued and actual expenditures from Organization's database (ATS), perform cost analysis and prepare project cost reports.
- Update and maintain the project budget and cost database information.
- Prepare monthly, quarterly and yearly project cost status reports.
- Provide support to invoice/ billing process as required.
- Supervise and training of junior project control staff.
- Dates** : From Mar. 2000 till Mar. 2004
- Employer** : ARESCO – ASEC for Industrial Projects (ISO 9001:2000 certified)  
ARESCO, a member of ASEC Group – Citadel Capital, is a major player in local / regional market in the field of manufacturing and industrial projects. ARESCO participated in the construction and rehabilitation of many cement / power / chemical plants in Egypt, Gulf region, and North / South America. ARESCO has more than 2,000 employees with an annual turnover of more than LE 300 million.
- Projects** : • Sinai Gray / White Cement Factories – Sinai, Egypt  
• Qena Cement Factory – Qena, Egypt
- Job Description** : • Chief Cost Estimator (from Jul. 2002 till Mar. 2004)
- Established a system for Cost Estimate for ARESCO manufacturing plant, this system started by collecting actual cost data (Fixed Assets, Operational Overheads, Salaries and incentive).
  - Review tender documents.
  - Review / Study specifications and drawings.
  - Send clarifications / queries to customers.
  - Attendance of pre-tender meetings and site visits.
  - Bid and Estimation preparation for industrial projects (Steel construction, Vessels, Plate work, and Mechanical Equipment).
  - Prepare preliminary construction / fabrication schedules.
  - Manual and Non-manual manpower estimation (Engineering, Fabrication, Inspection, ...etc.).
  - Equipment estimation.
  - Negotiating subcontract prices / agreements.
  - Review estimates and costs with management.
  - Comparison between actual and estimated costs.
- Head of Technical Development Section (from Mar. 2000 till Jun. 2002):
- Leading a team (Engineers / Technicians) with a mission of improving the performance of the Technical Department (both technical and managerial issues) using modern techniques.
  - Analysis and re-design of work flow inside the Technical Department (TD), the outputs of this job were new work flow, new distribution of responsibilities among TD members, new job descriptions, new forms to be used inside the TD, and also new computer filing system.
  - Development of in-house CAD system "ASPCAD" using Visual LISP and Visual Basic. This system enhanced the performance of the engineering section of the TD and saved about 4,000 working hours during one year of using this system.
  - Established Performance Measurement system, this system started with a system for collecting progress data and corresponding

man-hours, then analyzing these data to produce periodic reports for progress and productivity measurements. The collected progress data are then automatically transferred to PRIMAVERA in order to update actual progress then prepare monthly plan.

- Evaluation, customization, implementation, and staff training for an Engineering Document Management System "AutoEDMS". The data for about 20,000 document were fed to the system.
- Trained department staff (Engineers / Draftsmen) on using StruCAD.
- Provided ISO:9001 and ISO:14001 awareness course to company labor (Apr. 2000).

**Dates** : From Sep. 1996 till Feb. 2000

**Employer** : National Steel Fabrication Co. (Orascom – CCC JV) (ISO 9001 certified)  
NSF is one of the major steel / piping / vessels fabricators in Egypt, their fabrication facility is capable to produce more than 30,000 tons per year with an annual turnover of more than LE 100 million.

**Projects** : 

- El-Ferdan Railway Bridge – Egypt (Client: Egyptian Railway Authority)
- Egyptian Cement Factory – Egypt (Client: Egyptian Cement Company)
- Siblin Cement Factory – Lebanon (Client: CCC)
- OGD Oil Refinery – UAE (Client: Bechtel – Technip JV)
- Suez Cement Factory – Upgrade, Egypt (Client: Suez Cement Company)
- Egyptian Fertilizers Factory – Egypt (Client: Orascom Construction)

**Job title** : Structural Engineer / Planning Engineer

**Job Description** : 

- Design / Detailing of various steel structures.
- Planning, scheduling, and follow-up of Steel Constructions projects using Primavera Project Planner.
- Established follow-up, reporting, & invoicing system using Excel. This system was the core tool used simultaneously by various company disciplines to collect progress data.
- Established, with the cooperation of senior structural engineer, an in-house structural design software using Microsoft Excel and QBASIC.
- Customized AutoCAD to suit company requirements.
- Prepared tailor-made Auto LISP programs.

**Dates** : From May 1996 till Aug. 1996

**Employer** : Engineering Design and Consulting Center  
EDCC is a consulting bureau handling structural design and construction supervision of various types of steel / concrete structures.

**Projects** : 

- Somosta Waste Water Treatment Plant – Beni Suef, Egypt
- Mecca Steel Tower – Mecca, KSA

**Job title** : Structural Design Engineer

**Job Description** : Structural design of steel / concrete structures.

**Dates** : From Dec. 1994 till May 1996

**Employer** : DSD Egypt (FerroMetalco)  
DSD is the leader of steel fabrication in Egypt with a very strong experience in wide range of industrial projects. DSD has one of the largest fabrication facilities in Egypt capable to produce more than 40,000 tons per year with an

- annual turnover exceeding LE 200 million.
- Projects** : • El-Kureimat Power Plant – Egypt  
• Musrata Steel Complex – Musrata, Libya
- Job title** : Structural Design Engineer
- Job Description** : • Design / Detailing of steel structures.  
• Established customized AutoCAD detailing system suited for steel constructions, the system still successfully running until this moment.  
• Prepared tailor-made Auto LISP programs.
- Dates** : From Jun. 1994 till Dec. 1994
- Employer** : EHAF Consulting Engineers  
EHAF is one of the largest consulting bureaus in Egypt with branches in some Arab countries. EHAF participated in large projects in Egypt, e.g. Greater Cairo Metro.
- Projects** : • Greater Cairo Metro – Line No. II  
• First Residence – Giza, Egypt
- Job title** : Structural Design Engineer
- Job Description** : Detailing of reinforced concrete structures.
- Dates** : From Jul. 1993 till Jun. 1994
- Employer** : Nour Consult  
Nour Consult carried out the hydraulic design of more than 70 water treatment plants in Egypt with cooperation of Kruger – Denmark.
- Job title** : Structural Design Engineer
- Job Description** : • Layout design, hydraulic design, and structural design of more than sixty wastewater treatment plants with cooperation of "KRUGER – Denmark".  
• Site visits for construction sites.