

Holds a B. Sc. in Petroleum & Petrochemical Engineering and has over 4 years hands-on experience working in the field of petroleum refining.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 04/02/1989
Gender : Male
Residence : Maadi, Cairo

EDUCATION

: B. Sc. in Petroleum & Petrochemical Engineering, Cairo University, 2011
: Secondary Education: El-Helal Experimental Language School, 2006

LANGUAGES

Arabic : Native Language
English : Excellent
French : Fair

COMPUTER SKILLS

: Windows, MS Office, Internet
: Introduction to HYSYS Process Simulation
: C program
: Matlab

TRAINING COURSES AND CERTIFICATIONS

: HAZCOM course (Apr. 2014).
: Helicopter Underwater Escape Training (HUET) (2013).
: Risk Management & Environment course (2009).
: Marketing course (2009).
: Economics course (2009).
: System thinking course (2009).
: Management course (2007/2008).
: Humanities course (2007/2008) about creativity and wellness.
: Training in Qarun Company (office training) (2007).
: Training in Qarun (field training in 2008) on chemical treatment of Ex. Oil (2008).

- : Training in GASCO (office training) (2009).
- : Training in GASCO (field training) on maximization production project of propane and ethane (2010).
- : Training in GUPCO (Ras Shokier field) on Well completion and production (2010).
- : MIDOR (field trip) with Dr. Hemdan Nour El-Din on knowing how the modern technologies of separation and production of Petroleum products like LPG, Unleaded Gasoline (high Octane), Jet Fuel, Low Sulphur Diesel Fuel, Pure Sulphur & Green Coke in MIDOR (2011) (worked on my graduation project in MIDOR Lab. with help of Dr. Hemdan).

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From May 2016 till now
- Employer** : Scib Paintings (Asian Painting Group)
- Job title** : Senior Business Development Engineer
- Job Description** :
- Ensure Market visibility and manages development planning:
 - Initiate and maintain industrials contacts in Egyptian Market.
 - Report Scib innovations fields and competitors' innovations to marketing manager.
 - Work with the sales team on prospection planning according to the sales objectives for the Market.
 - Lead prospection initiatives to detect new opportunities:
 - Contribute in the selection of prospection list to feed sales opportunity portfolio in the market field & coordinate with them the visits plan.
 - Manage opportunity detection.
 - Promote selected Scib solutions to potential and existing customers:
 - Plan and organize with sales team the visits according to objectives.
 - Develop relationships at both a business and a technical level within customer organizations.
 - Propose Scib & Asian Paints technical solutions to selected customers in order to solve their technical hurdles.
 - Propose tests of samples at customer's facilities.
 - Conduct with Sales team the opportunity of development:
 - Elaborate technical proposals, coordinate trials, start-up & customer trainings.
 - Write the trials/performance reports and presents them to the customer.
 - Build technical part of the Scib offer according budgetary constraints, HSE policy and local rules.
 - Participate in offer, contract reviews and contract signature negotiations.
 - Update dashboards, opportunity lists, references lists of the market.
 - Defend Scib customer base against competition:
 - Protect customer portfolio against competitors' attacks through technical know-how transfer.
 - Identify competitors' threat through analysis, gathering corporate information.
 - Detect growth potential at Scib's customers.

- Ensure miscellaneous tasks to support sales force:
 - Support marketing activities by attending conferences and other marketing events.
 - Act as a mentor to sales team to share knowledge and best practices specifications required.

Dates : From Oct. 2014 till Jan. 2016
Employer : JV (Enppi & Toyo Co.)
Project : Construction of Ethylene & Polyethylene EthydcO Plant
Job title : Commissioning Field Engineer
Job Description :

- Performing all kinds of Commissioning Processes & Tests (Tightness, MRT, OFT Tests), supervising and performing line cleaning operations, Modifying P&IDs and Reinstatement of the pipelines according to Unipol technology, Systems Completions supervision.
- Making improvements to and offering advice about operational procedures.
- Scheduling and coordinating work to tight deadlines.
- Ensuring that equipment works to its specification.
- Investigating problems, diagnosing/repairing faults.
- Troubleshooting.
- Liaising with installation/project engineers.
- Supervising engineering and technical staff.
- Writing reports and documentation.
- Providing technical support.
- Ensuring safe working conditions.
- Training maintenance and operative staff where appropriate.

Dates : From Feb. 2013 till Jun. 2014
Employer : EMEC (Egyptian Mud Engineers Company) as Aramco Service in Kingdom of Saudi Arabia
Projects : Off-shore Rigs: Ensco 97, Nabors-655, NJB-334, HI-9 (Transocean), PN-7
 Onshore Rigs: Menifa 9
Job title : Mud Engineer
Job Description :

- Review fluids program in order to prepare orders and mixing plans.
- Write procedures for mixing and handling of products.
- Gather samples and perform tests to determine trends and identify contaminants.
- Record test results to identify trends.
- Interpret property-test data to establish required treatment or action.
- Determine cause of fluid, hole, or system problems to assist in treatment recommendation.
- Determine chemical treatments required to optimize drilling parameters.
- Advise clients on potential treatments or improvements to the fluid system based on data analysis and mud testing.
- Recommend solids-control processes to ensure economic removal.
- Supervise rig personnel performing chemical additions and recording drilling fluid parameters.
- Manage product inventory to ensure availability.
- Maintain required environmental discharge and consumption records.
- Monitor daily drilling operations to reduce or eliminate problems

associated with drilling fluids.