

Holds a B. Sc. in Communication Engineering and has about 7 years hands-on experience working in pre-sales, technical office and design.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 03/07/1987
Gender : Female
Residence : Cairo

EDUCATION

: B. Sc. in Communication Engineering, Helwan University, 2010
: Secondary Education: Modern School Ahmed Esmat, 2005

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet
: AutoCAD
: Revit

TRAINING COURSES AND CERTIFICATIONS

: Mobile Communication System, Jelecom Training Center:
• GSM/GPRS Advanced course (Jul./Aug. 2009).
• CDMA/UMTS Advanced course (Sep./Oct. 2009).
: Network system:
• N+ (Aug. 2008) (Vision Academy).
• CCNA-1 Advanced course (Nov./Dec. 2010) (Jelecom Training Center).
: Low Current Systems: Mechanical, Electrical, Plumbing Revit (MEP) (Apr. 2014) (Excellent Way Center).
: International Certificate Driving License (ICDL) (2015) (Maadi Library).
: Technical Training Course at NANSO (National Air Navigation Services Company) (2006) in Communication – Radar – Navigation – Telephone – Satellite – Inspection & Calibration and Computer.
: Self Studied Courses:
• CCNA
• Photoshop

- AutoCAD 2D (all versions)
- Revit MEP 2012, 2014
- Low Current Systems Design.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Aug. 2016 till now
Employer : Saleh & Hegab Integrated Engineering & Economical Consultancy
Job title : Telecommunication Design Engineer - Design Sector
Job Description :

- Producing, Testing and Implementing designs for Communication Systems.
- Ensuring that objectives and deadlines are met.
- Attending conferences and briefings on new products and networks.
- Writing reports and documentation.
- Providing technical support.
- Organizing and attending meetings.

Dates : From Sep. 2015 till Jun. 2016
Employer : Commerce & Technology Group
Job title : Pre-Sales Senior Engineer
Job Description :

- Improving experience and growing more and more to lead the Egyptian market for new bases in human safety.
- Managing quotation flow, reviewing System's Design, give a full technical submittal for projects.
- Handling problems and coordinating with other Departments.
- Weekly and monthly reporting to see presales & sales flow.
- Following up hot jobs and big opportunity projects to update status of projects and get a feedback.
- Worked with the sales team to develop selling strategy within the target.
- Work with regional sales managers to provide pre/post-sales support.
- Attended industry trade shows, exhibitions, seminars and training sessions to promote products and services.

Dates : From Dec. 2011 till Sep. 2015
Employer : Commerce & Technology Group
Job titles :

- Pre-sales Engineer
- Technical Office Engineer
- Low Current Systems Designer

Job Description :

- Technically and financially studying & giving appropriate comments of the project in line with CODE.
- Present the company products to clients, represent international manufacturers of high efficient products as sole agent or authorized dealer in North Africa and Egypt.
- Met with channels/customers to understand their current technical environment, and future technology requirements.
- Worked closely with customers on the technical requirements to provide technical solutions, Identified requirements, including technical details sufficient for product definition.
- Developed and established strong relationships with strategic clients and

industry partners.

- Provided product updates and technical advice to clients – Explained technical capabilities and business benefits of solutions to the customer from engineering level to senior executives.
- Initiated pre-sales activities, consulting services and products – Developed projects' scope of work and prepared proposals.

Dates : From Oct. 2010 till Sep. 2011
Employer : Jelecom Training Center
Job title : Sales Engineer
Job Description : Quoting a complete Fire Alarm, CCTV systems Solution.

Projects:

- Dental & Engineering Faculty - Al Ahram Canadian University, 6th of October City (Building of 4 Floors)
- United Co. for Chemicals & Medical Preparations, Al Salam City (22 Buildings)
- Al Jamjoom Pharma Plant, El Obour City - Egypt (8 Buildings)
- Industrial Development & Workers Bank of Egypt, New Cairo (Building of 9 Floors)