

Holds a B. Sc. in Civil Engineering and has over 10 years hands-on experience working in construction, design and technical office.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 03/03/1984
Gender : Male
Marital Status : Married
Residence : Giza, Cairo

EDUCATION

: B. Sc. in Civil Engineering, Benha University, 2007

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet
: AutoCAD
: (X-STEEL) TEKLA STRUCTURE (Shop drawing of steel construction)

TRAINING COURSES AND CERTIFICATIONS

: Project Management Professional (PMP).

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Oct. 2016 till now
Employer : Alex Group, Egypt
Job title : Business Development Manager
Job Description :

- Identifying, developing and supporting new business opportunities.
- Developing and implementing of the business development plan.
- Monitoring external and internal environment for development of new market segments.
- Establishing, maintaining personal and business relationships with current clients, and establishing new ones with perspective clients' relationships and by matching their requirements with company offered

services.

- Elaborating the company's business development strategy taking into consideration clients' needs and the competitors' plans, as well as resolving any upcoming problems and disputes preparing presentations and negotiating with clients for new projects.
- Assisting the management in the bid/no bid decision based on the market situation taking into consideration the clients' needs and the competitors' plans.
- Pricing trends and approaches setting strategic alliances with partners.
- Coordinating with functional and senior managers in the development of new proposals and developing pricing strategies.

Dates : From Mar. 2016 till Oct. 2016
Employer : NEISCO FOR MODERN WATER SYSTEM PRODUCTION, Egypt
Job title : Project Manager
Job Description :

- Responsible for meeting with customer and consultant offices, communication and follow-up with them.
- Responsible of checking the project before circulation.
- Project progress monitoring.
- Monitoring the engineering schedules, the production schedules & the shipping schedules & comparing these schedules with the pre-determined schedules which are put based on the complexity & priority of the projects.
- Analyzing the project costs.
- Reviewing the contracts & specially the payment terms.
- Monitoring the financial status of the project.
- Coordinating & issuing claims against departments which make mistakes that lead to cost overrun or behind schedule projects.
- Developing long-term relationships with clients through managing and interpreting their requirements.
- Customers and Projects handled:
 - EMMAR (MARASSI PROJECT and MIVIDA PROJECT) – EGYPT
 - Palm Hills (PALM PARK PROJECT) – EGYPT
 - Orascom (NEW CAPITAL) – EGYPT
 - DETAC (MIVIDA) – EGYPT
 - Kharafi (MARASSI) – EGYPT

Dates : From Sep. 2014 till Mar. 2016
Employer : Batterjee for Engineering and Metal Construction, KSA
Projects :

- SAMSUNG C&T (Yanbu REFINERY EXPANSION – KSA)
- OHL ARABIA (Spanish Company)] - (HHR PROJECT) in Saaber, Jeddah & amp; Madinah
- MARTIFER construction (Portuguese Company) - (Abu baker Bridge) in Riyadh
- Red Sea Housing Services - (Eight PEB buildings) - in king Abdullah Economic City
- Nesma & Partners Contracting Co. - (Jabal Omar) - in Mecca

Job title : Sales & Project Engineer

Job Description :

- Responsible for meeting with customer and consultant offices, communication and follow-up with them and open deals with new customers.
- Review tender "contract conditions" to define risks and accordingly price and/or quality.
- Permanent search for new projects and permanent communication with existing clients and maintain strong relationships with them.
- Coordination between design, technical office and procurement to ensure the availability of drawings and materials required for the project according standard specifications.
- Coordinate with Accounts for the recovery of any outstanding and unused Tender Bonds from banks.
- Following up the project for whole stages until erection accomplished and contribute to the solution of any problem related to installation.
- Responsible of all after-sales services and communicate with customers in the case of any complaints or modifications.
- Contribute to identify the strengths and weaknesses of the company to identify marketing opportunities and challenges that must contribute to our investment.
- Lifting detailed periodic reports the achievements and problems of marketing.
- Training the team to keep a close check on assets & ensuring adherence to the norms; reviewing yearly performance of sales team.

Dates : From Jan. 2011 till Sep. 2014

Employer : ZAMIL STEEL (GETS), Egypt

Projects :

- CONSTRUCTION of PRINCESS NORA BINT ABDULRAHMAN UNIVERSITY
- CONSTRUCTION of IBN SAUD ISLAMIC UNIVERSITY, RIYADH (KSA)
- CONSTRUCTION of ABU DHABI AIRBASE-BUILDINGS, ABU DHABI (UAE)

Job title : Project Management Engineer

Job Description :

- Manage all projects from early engineering stage (estimating) to final engineering stage (release of shop / erection drawings).
- Attend and follow to customer calls and discussions regarding new inquiries.
- Sharing in jobs scheduling and following up.
- Implement document control procedures and drawings.
- Checking of CAD works done under Zamil engineers.
- Analyze projects' costs and estimations.
- Specify materials needed (preparing material list for the designed by customer projects), arranging for materials procurement and pricing.

Dates : From Oct. 2008 till Jan. 2011

Employer : ZAMIL STEEL (Global Engineering - Cairo)

Job title : Special Projects Detailing Engineer

Job Description : Building the 3-d models and preparing shop drawings using TEKLA for several steel structures (Multistory buildings, Steel Mills, Power Stations and warehouses).

Dates : From Dec. 2007 till Oct. 2008
Employer : ENERGYA-SEWEDY STEEL, Egypt
Job title : Structural Engineer in Technical Office
Job Description : Performing structural calculations and shop-drawing of steel construction, preparation of shop drawings for Structural works.

Dates : From Jul. 2007 till Dec. 2007
Employer : ACE (Arab Consultant Engineer), Egypt
Job title : Structural Engineer
Job Description :

- Performing check & Q.C of steel construction.
- Plan, control and monitor the actual execution of all civil related works of the project, to ensure that the project will be done in accordance with all the approved construction drawings, contract documents, specifications and all applicable standards.
- Inspect the semi-finished and finished products according to the agreed sampling plan and inspection list.

Field of experience :

- Preparation of projects management section, to enhance the workflow between the sales, estimate, design, detailing.
- Preparing the quarter projects' plan including estimated costs, durations, and resources for each project.
- Preparing the (project tracking data base) to follow up, coordinate and control each project.
- Understand and able to utilize planning tools such as MS Excel, Access, MS Project.
- Ability to handle multi projects at once and resolve conflicts via negotiations and to effectively communicate with senior management.
- Played a key role in the following projects:
 - Construction of MISR BENI SUEF CEMENT CO., EGYPT Consultant.
 - Construction of PHARAOH GOLD MINES, SUKARI GOLD MINE POWER ST.
 - Mall of Africa (the biggest mall in Egypt).