

Holds a B. Sc. in Production Engineering and an Industrial Engineering Diploma. Has about 8 years experience in sales and production.

## PERSONAL DATA

Nationality : Egyptian  
Birth Date : 26/10/1983  
Gender : Male  
Marital Status : Single  
Residence : Alexandria

## EDUCATION

: B. Sc. in Production Engineering, Alexandria University, 2006  
: Industrial Engineering Diploma, 2007-2008  
: Preparatory Industrial Engineering Master, 2009-2010

## LANGUAGES

Arabic : Native Language  
English : Very Good  
German : Good  
French : Fair

## COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Access, Power Point), Internet  
: MS Visio  
: Matlab  
: AutoCAD

## TRAINING COURSES AND CERTIFICATIONS

: Summer trainings at:

- Egyptian Company for electrical and home appliances (Zahran) (2003).
- Egyptian Welding Academy (2004).
- Egyptian Petrochemical Company (2005).

: Supply Chain Free Career Advising (Oct. 2016).  
: Supply Chain Simulation Game (Sep. 2016).  
: Material Planning Workshop "Saladero" (Sep. 2016).  
: SC Movie Night - SC Case Studies (Sep. 2016).

- : Microsoft Office® (Word – Excel – Power Point – Access – Visio professional) (May 2004).
- : Matlab (Apr. 2004).
- : German language course (2014-2015).

## CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From 2007 till 2015
- Employer** : Al-Esraa Company for plastics
- Job Description** :
- Production Engineering: Injection & Extrusion Line Production Engineer:
    - Analyze manufacturing data and suggest improvements.
    - Analyze production and machinery line.
    - Ensure quality output of molded components.
    - Interact with customers, suppliers, and internal resources.
    - Analyze quality control and correct flaws.
    - Assure product quality testing methods; testing finished- product and confirming manufacturing processes.
    - Provide manufacturing decision-making information by calculating production, labor and material costs; reviewing production schedules; estimating future requirements.
    - Provide manufacturing engineering information by answering questions and requests.
  - Sales Engineering & Sales Management:
    - Serve customers by identifying their needs; engineering adaptations of products and services.
    - Make new customers and open new markets.
    - Negotiate customers to reach to the optimum solution and reach to high profit with customer satisfaction.
    - Identify current and future customer service requirements.
    - Cost reductions and operations improvements.
    - Determine annual unit and gross-profit.
    - Forecasting annual sales.
    - Maintain sales volume, product mix, and selling price by keeping current with supply and demand.
    - Establish and adjust selling prices by monitoring costs, competition, and supply and demand.