

Holds a Mechanical Diploma and B. Sc. in Mechanical Power Engineering. Has about 11 years hands-on experience, including 9 years working in sales / marketing.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 10/08/1988
Gender : Male
Marital Status : Married
Residence : Madinaty, New Cairo

EDUCATION

: B. Sc. in Mechanical Power Engineering, Higher Engineering Institute
: Diploma Mechanical Technician from Salesian Technical Institute
: High School: Patriarchal College (College de Frère)

LANGUAGES

Arabic : Native Language
English : Fluent
Italian : Fluent
French : Good
Spanish : Fair

COMPUTER SKILLS

: Windows, MS Office, Internet
: Macromedia Flash MX
: AutoCAD
: Adobe Photoshop
: Networking System

TRAINING COURSES AND CERTIFICATIONS

: Photoshop
: AutoCAD
: Safety and Security (HSE) from NIOSH.
: Soft skills and time management.

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Oct. 2014 till now
- Employer** : Amiantit Fiberglass Egypt S.A.E – LOKMA Group
The Saudi Arabian Amiantit Company (Amiantit) was established in 1968 in Dammam in the Kingdom of Saudi Arabia to manufacture GRP Fiberglass pipes for the local market. Since then, Amiantit has grown and developed into a major diversified industrial group with operations spanning the globe.
- Job Description** :
- Marketing & Sales Senior Representative Engineer:
 - Oversee accounts WORLDWIDE.
 - Service existing accounts, obtains orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
 - Adjust content of sales presentations by studying the type of sales outlet or trade factor. Focus sales efforts by studying existing and potential volume of dealers.
 - Submit orders by referring to price lists and product literature.
 - Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
 - Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
 - Recommend changes in products, service, and policy by evaluating results and competitive developments.
 - Resolve customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
 - Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
 - Provide historical records by maintaining records on area and customer sales. Contributes to team effort by accomplishing related results as needed.
 - Marketing Engineer and Market Developer.
 - International Marketing Engineer – External Project Manager.
- Dates** : From Dec. 2011 till Sep. 2014
- Employer** : SALCEF Egypt Branch S.P.A
It's an international Company which operates under a regime of quality certification UNI EN ISO 9001:2000, for the design, construction and maintenance of railway, tramway and metropolitan railway superstructure, the connected civil works and electrical power plant for traction and signals on railways, moreover tramways and metropolitan railways.
- Job Description** :
- Operations – Technical Dept.
 - Maintenance & Production Engineer.
 - Assistant Operation Manager.
 - Process Engineer.
 - Production Engineer – Acting as Production Manager.
 - Evaluate manufacturing processes by designing and conducting

- research programs; applying knowledge of product design, fabrication, assembly, tooling, and materials; conferring with equipment vendors; soliciting observations from operators.
- Develop manufacturing processes by studying product requirements; researching, designing, modifying, and testing manufacturing methods and equipment; conferring with equipment vendors.
- Improve manufacturing efficiency by analyzing and planning work flow, space requirements, and equipment layout.
- Assure product and process quality by designing testing methods; testing finished- product and process capabilities; establishing standards; confirming manufacturing processes.
- Provide manufacturing decision-making information by calculating production, labor and material costs; reviewing production schedules; estimating future requirements.
- Prepare product and process reports by collecting, analyzing, and summarizing information and trends.
- Provide manufacturing engineering information by answering questions and requests.
- Maintain product and company reputation by complying with government regulations.
- Keep equipment operational by coordinating maintenance and repair services; following manufacturer's instructions and established procedures; requesting special service.
- Maintain product and process data base by writing computer programs; entering data.
- Complete design and development projects by training and guiding technicians.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contribute to team effort by accomplishing related results as needed.
- Regional Marketing Engineer:
 - Service existing accounts, obtains orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
 - Focus sales efforts by studying existing and potential volume of dealers.
 - Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
 - Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
 - Recommend changes in products, service, and policy by evaluating results and competitive developments.
 - Resolve customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
 - Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications;

establishing personal networks; participating in professional societies.

Dates : From Sep. 2010 till Oct. 2011

Employer : Vodafone Egypt

Job Description :

- Customer Service.
- Technical Support.

Dates : From Jan. 2008 till Aug. 2010

Employer : New Building for Real Estate & Investment
One of the biggest real estate companies in Egypt.

Job Description :

- Marketing & Administration.
- Marketing and scheduling goals to be achieved.

Dates : From Jul. 2007 till Dec. 2007

Employer : Mainetti Group
An International Plastic Factory (Italian). Its Main Product is Plastic Clothing Hangers.

Job title : Mechanical Engineer

Dates : From Jul. 2006 till Jan. 2007

Employer : Metal Can Factory Co.
A private and family business tin-can factory.

Job Description : Operation & Production.