

Holds a B. Sc. in Mechatronics Engineering and has over 8 years experience with a progressive track record in delivering LC integrated solution and automation sales, market research and operation in diverse markets in Middle East mainly include Egypt, Saudi Arabia and France.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 12/12/1986
Gender : Male
Residence : New Cairo

EDUCATION

- : B. Sc. in Mechatronics Engineering, Higher Technological Institute, 10th of Ramadan City, Egypt, 2009
- : Studying for M. Sc. in Management of Technology, Nile University, School of Management, Egypt (from 2012 till 2018)

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

- : Windows, MS Office, Internet

TRAINING COURSES AND CERTIFICATIONS

- : Internships at:
 - EZZ Rolling Mills Co. (from May till Jul. 2008).
 - ABB Arab Co. (Jun./Jul. 2007).
 - Technology Competency Center (from May till Jul. 2006).
 - Giza National Automotive Co. (from May till Jul. 2005).

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Feb. 2014 till May 2017
Employer : Farminal Co.
Farminal is a startup I founded in 2014 as a dairy farm management technology solutions company with focus on delivering niche complementary solutions for large and medium dairy farms. The company relies on its core competitiveness with image analysis to be the first in the market that delivers cow care through automatic vision.

Job title : Product / Project Manager, France

Dates : From Jun. 2012 till Feb. 2014

Employer : HF Fire International Co.
(UTC Fire & Security agent, Acquired by: Giza Systems)

Job title : Business Development Account Manager

Job Description :

- Search and establish new sales channels with MEP contractors, Oil & Gas service companies and Business owners.
- Work closely with MEP consultation offices for accrediting our systems, make sure that our standers meet the common defense standards, help policy makers on revamping their standards to meet the recent technological updates.
- Close deals, follow-up on supply and operation to make sure of customer satisfaction.
- Systems and brands:
 - Fire Alarm (Edwards, GST (UTC companies)).
 - Fire Suppression (Kidde (a UTC company)).
 - Public Address (Bosch, TOA, Honeywell).
 - Access Control (Lenel (a UTC company)).
 - CCTV (AXIS, ACTi, Pelco, GE, milestone).
 - BMS (Trend Controls (a Honeywell company)).
 - Interactive TV (VDA, SNAP.TV).

Dates : From May 2011 till Jan. 2012

Employer : G.M.T. Secure Co.

Job title : Sales Manager, Saudi Arabia

Job Description :

- In reference to my broad experience with RFID Technology GMT Secure hired me, two sequent business visits to establish and gear-up the RFID business sector within the Saudi company.
- My role within the company involved consultations, building partnership with RFID suppliers, managing sales and training the company sales executives.
- Systems and brands:
 - Access Control & Intruder alarm.
 - CCTV (CNB, Pelco).
 - RFID (Spacecode, Impinj, Purelink, STANLEY Healthcare).

Dates : From Dec. 2010 till Mar. 2011

Employer : Egytronics Co.

Job title : Sales Engineer

Dates : From Jul. 2010 till Nov. 2010

Employer : Arab Drug Company (ADCO)

Job title : Automatic Control Engineer

Dates : From Jun. 2009 till Oct. 2009

Employer : Trisam Engineering Co.

Job title : Sales Engineer

Dates : From Jun. 2007 till Mar. 2008 (during education)

Employer : TakingITGlobal
TakingITGlobal (NGO) is one of the world's leading networks of young people learning about, engaging with, and working towards tackling global challenges.

Job title : Adobe Youth Voices Media Workshops Coordinator in Egypt

Job Description : Manage and facilitate two Adobe Youth Voices workshops in Egypt under themes of "Climate change" & "Culture diversity".

Other initiatives (started in May 2009):

RFID in Region (website):

RFID in Region provides RFID market and technology information to help decision makers in different fields deploy RFID solution, the company served sectors (warehousing, retail, supply chains, healthcare, security systems & libraries).

- Market research, building partnerships, consultations, projects implementation advisory, mentoring, content research and deliver market access strategies.

Career Milestones:

- Farimal (2014): Founded the company to deliver innovative solutions for dairy farms (raised 1.1M EGP in funds).
- RFID in Region (2012): Delivered first local RFID technology market research for KSA.
- RFID in Region (2011): Established media Partnerships with more than 13 local and international events.
- G.M.T. Secure (2011): Successfully developed a complete tailored process automating solution for a centralized healthcare organization in KSA.
- RFID in Region (2009): Founded RFID in Region to deliver consultations and technology marketing.
- Volunteer (2009): Initiated deal with the leading German FESTO Didactic Company for implementing its 1st Mechatronics Lab. in Egypt, currently implemented at Nile University.

Events, Rewards & Trips:

- French Tech Ticket winner (2016).
- Selected by Wamda & GE with other 7 diverse entrepreneurs to meet with Beth Comstock, senior VP and CMO of GE at Masdar City, Abu Dhabi (2015).
- Selected by Arab German Chamber of Commerce for educational trip about entrepreneurship and impact investment at Berlin (2014).
- Different business travels to UAE, Germany, Belgium, France & Saudi Arabia.