

Holds a B. Sc. in Electrical Power & Machines Engineering and has about 11 years experience, mainly working in sales / estimation field.

PERSONAL DATA

Nationality : Egyptian
Gender : Male
Marital Status : Married
Residence : Cairo

EDUCATION

: B. Sc. in Electrical Power & Machines Engineering, Cairo University, 2008

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet
: AutoCAD

TRAINING COURSES AND CERTIFICATIONS

: AUTOCDAD (2D) Course.
: PLC Power Simulation system.
: Professional selling skills in 2012.
: Microsoft Office & Internet.
: Data Entry.
: Training for 4 months at House Lift Centre as Control/Maintenance Engineer (Elevators and Escalator).

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jun. 2017 till now
Employer : Electrical Industries Company (EIC) – Switch gear
Job title : Senior Sales / Estimation Engineer

- Job Description** :
- Responsible for the Estimation of Low Voltage Switch gears, Switch Boards and Panel Boards, project management and order execution of these equipment' to meet the timely delivery.
 - In-depth study and understanding of RFQs, project descriptions and specifications for required standards to initiate the techno commercial offer for the customer.
 - Conduct technical meetings with customers to provide most adaptive technical solution and the most optimized commercial offer.
 - Preparing Techno-Commercial proposals of LV Switchgears and Panel Boards as per IEC Standards by using Eaton X-Energy Configurator.
 - Preparing Techno-Commercial Proposals of MV/LV Switchgears and Switch boards.
 - Type Switch Board and Panel Boards as per ANSI Standards by using Eaton Bid Manager.
 - Explore more competencies of price with sub-suppliers in order to prepare effective bids.
 - Co-ordination with sub-suppliers (POWELL / APPLETON / SEL) for competitive pricing/delivery and support starting from pre-bid stage till securing the order and executing the same.
 - Visiting various customers and EPC contractors for pre-bid technical discussions and analysis of the costs and submission of techno-commercial proposals.
 - Provide technical clarification and comments raised by clients during bidding stage.
 - After receiving the P.O, Releasing the job order to engineering, projects and commercial Department s with all supporting documents and details as agreed with customer.
 - Coordinate with design team to ensure required specifications are compiled as agreed during Technical bid evaluation.
 - Coordinate with procurement team regarding PO issuance to sub suppliers to ensure the same prices that was considered in offer stage.
 - Industrial visits and arranging presentations to the clients and consultants.
 - Marketing company products & developing business relation with new contractors.
 - Preparing monthly reports, updating the data base on the market enquiries and ensuring the accuracy of the same.

Dates : From Apr. 2012 till May 2017

Employer : Waha Electric Supply of Company of Saudi Arabia (Wescosa)

Job title : Sales / Estimation Engineer

- Job Description** :
- Handle inquires, tenders and orders (Local & Export) for Power, distribution, dry type, phase shifting, multi-tap, ESP (Electric Submersible Pump) transformers and package substation.
 - Monitor client requirements and tenders through our sales engineers.
 - Monitor the monthly billing of the company, assuring that we hit the monthly sales target.
 - Hands-on interaction with the customers for the huge projects, discussing their requirements and possible value engineering aspect.
 - Discuss with the management on the whereabouts of big tenders and

other huge inquiries of the company.

- Interface with other departments (purchasing, production, planning and finance) to have a better judgment on our costing and come up with a reasonable and more competitive pricing.
- Supervise in preparing technical and commercial offers in conjunction with other departments (i.e. Design, production).
- Interface extensively with customer for any requirements until furnishing the materials.

Dates : From Jan. 2010 till Mar. 2012
Employer : EI-Nasr Company for Transformers & Electrical Products (EI Maco)
Job title : Sales / Estimation Engineer
Job Description :

- Quotation Offers & Tenders for Oil immersed Distribution & Power transformers, ratings up to 40 MVA & Spare parts.
- Reviewing the Project technical specifications & customer requirements.
- Communicate with other departments Design, Planning & Production to get the proper contracting conditions.
- Preparing materials costing and estimative selling prices according to subject project and competitors.
- Following-up the project status and Discussing with the customer regarding the purchasing commercial conditions.
- Issuing the internal release to the concerned company departments, Following-up the Drawings submittal and Production status till materials delivery.

Employer : Dandy Mega Mall
Job title : Maintenance Engineer
Job Description : Fire Alarm, Fire Fighting, Air Condition & Power Distribution (PMS).

Employer : Mamoon Co.
Job title : Sales Engineer
Job Description : Electrical devices like (ups, contactors, electrical cables, communication cables & small transformers).

Projects (2018-2019):

- Temporary Construction Facilities – Haradh / Hawiyah.
- Jazan Integrated Gasification Combined Cycle Project (EPC-6).
- Construction Hawiyah shared services.
- Free Flow Pipelines System Project - Saudi Aramco.
- Upgrade Pier Facilities - Tanajib Project.
- Power Upgrade for Al-Munirah & Dhahran Commissaries.
- Khurais Satelite GOSP Project.
- EXPEC ADVANCED RESEARCH CENTER EXPANSION PROJECT.
- New SEC Building at Udhailiyah Camp Station.
- VC AT SAB 150 DHAHRAN Project.
- PGRADE ARAMCO JNGLFP PROPANE.
- Electrical and Fire Alarm System-FADHILI.
- BERRY GAS BLDG TRADE, JUBAIL.

- Upgrade Warehouse Bldg# 19 at Yanbu - SAUDI ARAMCO.
- FULL VOLTAGE CONVERSION FOR KING ABDULLAH BOYS HIGH SCHOOL.
- Al Rakah al safa area.
- Battery Charger Distribution Board, Project: Design and install Fire Water System & Electricity Supply / ARAMCO Project.
- Saudi Arabia -Hawiyah & Haradh fields Project.
- Shedgum NGL Gatehouse Project.
- ARAMCO EXPEC ADVANCED RESEARCH CENTER EXPANSION PROJECT.
- Berry Gas Plant Project.
- Saudi Aramco Project in KSA (HWYH KHUFF GGM Enhancement).
- VOLTAGE CONVERSION PROJECT, OSD OFFICE BUILDING & DAMMAM OFFICE BLDG-7013, DH.
- Water Handling Debottlenecking South Ghawar Area (BI-10-02177).
- Berri Gas junction Security system.
- Marjan Incremental Program (MIP) Package 01.
- Expand Dhahran Community Projects.
- Uthmaniyah Power Upgrade Fabrication Shop Project.
- Tanajib Security Support Facilities (Package 05).
- Mini mart Panel Boards - NSA II – Bahrain.
- Upgrade fire protection system at Dhahran.
- CONSTRUCTION OF HIGHWAY INTERCHANGES.
- Production Deck Module (PDM) and Associated Facilities, Hasbah, Saudi Arabia.
- Sulfate Removal Facility Project.
- Upgrade Buuildings for Miitigtion.

- Field of experience :**
- Knowledgeable in International Standards of Transformers (IEC 60076-ANSI C57-12.00), Saudi Aramco specifications and Saudi Electricity Co. specifications.
 - Familiar with technical requirements of all transformer types & substations.
 - Familiar with Saudi Electricity Co. (SEC) Technical specifications and its material purchasing system.
 - Knowledgeable with Saudi Aramco Non Material requirements (NMR).
 - Knowledgeable with market prices and costing of all transformer types and substation.
 - Familiar with high voltage substations contents (HV Circuit Breakers, Isolating Switches, current/potential transformers, control panels, protection panels, ...etc.).
 - Experience in preparing technical and commercial offers for 220KV & 66KV Substation through working about (3) years in high voltage sales department.
 - Knowledgeable in wiring of medium, low voltage, control and protection panels.