

Ahmed Elbaz , SSYB

Sr. Irrigation and Landscape Engineer

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📍 Riyadh ,Saudi Arabia
🌐 Egyptian
📅 10/04/1991
👤 Married

PERSONAL SUMMARY

Professional irrigation and Landscape engineer with over 9 years of work experience in the design, construction, sales , marketing and management of irrigation, landscaping for mega projects in the gulf area.

Creative thinking, high communication, and coordination skills, flexible and adaptable, team worker with very good relations in the market, have the ability to deal with critical challenges and overcome all constraints to make the achievement.

I've worked in several fields and positions as a designer, senior engineer, technical manager , area manager and project manager,

I am using advanced design software in my work like AutoCAD, RainCad, LandFX, civil 3d, WaterCad, SewerCad, waterGems.

High skills in management & construction of the landscaping projects, design, construction & maintenance of the irrigation systems and products, shop drawing and specification review, bids pricing, estimating quantities, irrigation & water tanks, Pumps and pump rooms, central control & SCADA systems, filtration system, valves and chambers, water features, and fountains

WORK EXPERIENCE

Yüksel İnşaat Saudia Co. - Sr. Irrigation Engineer | Technical office

Aug 2020 - Present - / Saudi Arabia , Riyadh

- **Responsible** from A to Z for the implementation and coordination of the technical side off all design and/or build related matters and report directly to Technical Manager.
- **Supervise and review** the preparations of construction method statements with construction personnel.
- **Attend** progress meetings, discuss and suggest technical proposals.
- **Preparing** irrigation& Pump Stations &Fountains shop drawings for different projects.
- **Ensures** contractor compliance with applicable engineering codes and standards and QA/QC systems, policies, and procedures.
- **Reviews** utility submittals including vendors, shop drawings and utility drawings, surge analysis reports and specifications for compliance with the Contract requirements and design intent.
- **Comply** with project QA/QC procedures.
- **Consults** with other discipline leaders to ensure the smooth flow of vital information necessary for scheduled completion of construction.
- **Support** the needs of other discipline leads for input to their efforts.
- **Provides** advice concerning design or scope changes identified for review.

Seder Group - Acting As Project Manager

Jun 2019 - Aug / Arar , Saudi Arabia

Managing all aspects of the project scope from design constructability, design interfaces and execution of the works .

- **Execution of the works** to satisfy all compliance requirements, contract and customer requirements.
- **Ensure the highest standards** are met with respect to safety, quality, progress and the performance of the works.

EDUCATION

Agriculture Engineering

Sep 2008 - Jun 2012

Mansoura Univeristy
📍 Mansoura , Egypt

TECHNICAL SKILLS

Planning and organizational skills	Business Development
Negotiation skills	Strategic Planning
Data analysis	Project Management
Autocad	RainCad
WaterCad	Ms office

LANGUAGES

Arabic	● ● ● ● ●
English	● ● ● ● ●

CERTIFICATIONS

Project Management Professional (PMP) Prepration course

Apr 2021

Pm- Tricks

Six Sigma Yellow Belt

April 15,2020

VMEdU

Certificate ID 713902

Diploma in Sales and Distribution Management

Dec 2015

NPTEL & Alison

Define the relationship between sales management and other functions of management
Explain the dominant influence of small and large scale manufacturers on the economy
Discuss the supremacy of production or manufacturing
Distinguishing between manufacturing and finance departments in sales management

- **Managing the teams**, subcontractors and third parties to ensure the delivery of the works to meet the schedule and handover to the successor activities to meet the overall Arar municipality Requirement.
- **Manage changes** to the project scope, project schedule and project costs using appropriate verification techniques
- **Manage the relationship** with the client and all stakeholders
- **Perform** risk management to minimize project risks
- **Establish** and maintain relationships with third parties/vendors
- **Meet with clients** to take detailed ordering briefs and clarify specific requirements of each project
- **Delegate** project tasks based on junior staff members' individual strengths, skill sets and experience levels
- **Track project** performance, specifically to analyze the successful completion of short and long-term goals
- **Meet budgetary** objectives and make adjustments to project constraints based on financial analysis.
- **Develop** comprehensive project plans to be shared with clients as well as other staff members.

Achievements :

- **Managed delivery of Arar project on time and with the required quality and not to skip any of planned baselines.**

Micoland For Modern Agriculture Suppliers - Technical Manager & Area Manager

Jul 2018 - Apr 2019 / Cairo, Egypt

- **Growing** TORO ,IRRITEC and FAF sales ahead of the market growth rate, establishing & leading sales & marketing objectives, developing and managing channels of distribution .
- **Developed** new markets, establishing market & achieving the targeted goals through demonstrated abilities in enhancing business volumes.
- **Expanded** product portfolio of the organization and building brand preference by product exhibition & seminar events
- **Improved** area in overall productivity and percentage to goal, becoming the highest producing area in the entire market, exceeding annual plan by 31%.
- **Manages team** by coaching, performing all evaluations and overseeing performance management plans of Field Sales Managers
- **Establishes team** and individual sales goals and provides effective coaching of sales representatives to consistently improve their performance
- **Work with Business Development Manager** on customer and prospect management and territory management
- **Create** demand at the end user level.
- **Analyze** end user area sales monthly and propose market share development plans to management on a quarterly basis
- **Assist departmental** management in identifying possible improvements in systems and procedures

Achievements :

- **Finalize and close deals with CFC and BLU BLU Project.**
- **I increased sales by 31% within 6 months.**

Describe marketing functions as its relates to sales management

Describe marketing activities like advertising and sales promotion

Explain the consolidation of sales management with marketing management
Describe the concept of transactional relationship selling

Describe the specific duties and responsibilities of a sales manager

List the importance of sales management
Discuss the emerging trends in sales management

Describe the characteristics personal selling

Model Thinking 2016

Univeristy of Michigan, Coursera

Marketing Management - Jun 2015 Analyzing Competitors and Customers

NPTEL & Alison

Important features of competitor analysis.

Objectives of marketing.

Ways to analyze a company's marketing strategy.

Different strategies for marketing.

Sales Management Diploma Apr 2015

NPTEL & Alison

Explain the role of selling in everyday life

Define the role of selling in the economy

Explain the role of selling in an organization

List the characteristics of a brand

Identify the differences between sales and marketing

Define your personal brand

Master Sales and Influence 2016

Aaryan Longmore , Udemy

Managing Project Risks and Changes 2017

Margaret Meloni, MBA, PMP Instructor
University of California, Irvine Extension

Initiating and Planning Projects 2016

Margaret Meloni, MBA, PMP Instructor
University of California, Irvine Extension
Coursera

Budgeting and Scheduling Projects 2016

Margaret Meloni, MBA, PMP Instructor
University of California, Irvine Extension
Coursera

Managing Technical Teams 2017

Certificate No:

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- Arrange and organize development plans for the technical and sales engineers in addition participating in preparing annual plan of the company.

Mashatel Alkharj – Project Manager

Apr 2015 - Jun 2018 / Alkharj, Saudi Arabia

- Long medium and short term planning, budgeting, designing, purchasing, coordinating, instructing allocated staff and related tasks to achieve the goals of Mashatel Alkharj goals .
- irrigation system Design for :
-YASREF MC 5 (56,000 Sq M Landscaping - 23,000 Sq. M Stamped Concrete - Fountain -28 wooden Pergolas)
-El adalla Stadium (2 football Pitch)
- Rafha university (750,000 Sq. M Landscape)
- Prepared all technical documents (shop drawing irrigation hydraulic calculations, Irrigation schedules, method of statement, material submittals, technical quires, Checklist)
- Executive Landscaping subcontractor PM for Aramco Sinopec Refining Limited YASREF value of the project exceeded 14 million SAR (56,000 Sq. M Landscaping - 23,000 Sq. M Stamped Concrete - Fountain -28 wooden Pergolas)
- Manage the scope of work as the project management plan, manage the quality as the plan to achieve the required quality in the specs, manage cost as cash in and cash out to be on budget, manage risk to minimize threats and maximize opportunities, manage schedule to put the performance on schedule, manage human resource to improve the performance, manage communications between all stakeholders, manage procurement as the plan and applying the lean management in all project tasks.

Achievements :-

- Deliver all Project on time with it's baselines boundary .
- Create technical office Dept. which obtain a number of projects worth more than 25 million Saudi riyals.

Al-Manara for Trading and contracting – Irrigation Branch Manager

Oct 2013 - Mar 2015 / Tripoli, Libya

- **Managed** six Engineers in all daily operations including: Sales PO, meetings , and maintaining customer relationships.
- **Implemented customized** coaching and development plans to close employee knowledge gaps and build important skills in line with branch targets.
- **Built branch** partnerships, planned new marketing strategies, and optimized teams to achieve branch targets each Quarter.
- **Inside business** to business sales leader responsible for developing a high performing team to exceed customer acquisition goals in a fast paced, new growth engine for Staples.

Marketing Management Diploma

May 2015

Alison

Define the process and function of marketing.

Describe how the marketing process works.

Discuss core marketing concepts.

Discuss examples of good and bad marketing.

The Basics of Data for Analytics

Certificate No:

B0ACB093298A4E5EBE9C4B9CD6EDCCCE

6 Lynda.com

Master MS office 2016

26.5 Hrs Simon Sez IT Udemy.com

Strategic Planning 2017

David O Sullivan Udemy.com

Project Manager 2017

Aramco

Primavera P6 2019

Luqman Academy

Irrigation Designer 2019

Hunter Industries

PERSONAL SKILLS



Physical Organization

Creative Thinking, Effectiveness, Productivity



Planning

Analyzing Issues, Decision Making, Project Management, Strategic Planning, Multitasking, Problem solving,



Team Work

Collaboration, Delegation, Goal Setting, Group Leadership, Enthusiasm, Confident

REFERENCES

Mostafa Nabil

Technical Manager

Yuksel Inshaat saudia

+966-506602665

Osman Ahmed

Landscape Manager

Mashatel Alkharj

+966505103088

- **Each period** focus is achieving sales goals and objectives by proactively holding sales team accountable to key metrics, maintaining a highly engaged workforce through coaching, development and creating a high recognition culture.
- **Hiring**, preparing sales and activity reports and analyzing key reports and scorecards.

Key Achievements.

- Leading a sales team to exceed company goals in two different sales programs.
- Finished the year as one of the top 5% of the branches within the company, leading to net profits of over \$600k one year.

Talaat Mostafa Group - Jr . Irrigation Engineer

Jul 2012 - Sep 2013 / Cairo, Egypt

Responsible for the four sectors of Landscape maintenance in Rehab city

Ramadan Nagiub

Deputy Maintenance Manager

TMG Group

+201144453432

Ahmed Hashem

Construction Manager

ABV Rock Group

+966-594089979

Ammar Shehab-Eldin

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