

Taha Elhussieny Elmahalawy

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Helmeyat El-Zaytoun, Cairo, Egypt



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Objective

Organized and highly motivated individual seeking a position where I can fully utilize my training and skills for the success of the organization and the development of my career.

Work Experience

- Job Title: Sales Representative (Nov 2020) To (Oct 2021)
- Company Name: Pryor Global (<https://www.pryor-global.com/>)
- Location: 235 W Wood St. Spartanburg, SC 29303, USA



▪ Job Description

- Marketing and promoting Pryor Global products which include medical supplies and specialty chemicals serving industries such as (Construction, Agricultural, Industrial, Textiles, Oil & Gas, and Paper) for Members of the Media, Textile Plants, Chemical Plants and Formulators, Health Care Distribution Companies, Institutions, Government bodies and Commercial in the Middle East.
 - Developing and executing strategies to drive business in the Middle East Markets.
 - Analyzing prices of competing companies from chemical manufacturers, whether local or Foreign, and submit reports to my CEO.
 - Conducting market research to generate qualified leads through different avenues such as Cold Calling, internet based research and email
 - Educate customers in how made in USA chemicals will benefit their business
 - Conducting business in an international environment with constant travels to industrial cities
 - Consult with clients to understand and analyze their needs, challenges and requirements
 - Independently manage the sales cycle from cold calling to prospecting to closing and collections.
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- Job Title: Site Civil Engineer (Aug 2019) To (Sep 2020).
 - Company Name: Toubar Office for Engineering Consultants.

➤ Location: El Manzala, Ad Dakahlia, Egypt.

▪ **Job Description**

- Supervising the execution of (10-storey residential tower) According to the specified time schedule, required quality and budgeted cost.
- Determining construction methods, materials and quality standards.
- Setting out, leveling and surveying the site.
- Organizing and directing site labor and the delivery of construction materials, plant and equipment
- Overseeing quality control and health and safety matters on site.
- Checking plans, drawings and quantities for accuracy of calculations ensuring that all materials are used as per specifications.
- Preparing reports, scheduling, coordinating and controlling assigned engineering items.

▪ **Summer Training**

- Company: Toubar Office for Engineering Consultants. (Jul 2018 – Sep 2018)
- Position: Site Engineer Trainee.

- Company: Dar El EMARA. (Jul 2017 – Aug 2017)
- Position: Site Engineer Trainee.

- Company: Arab Trade & Engineering Contracting Est. (Jul 2016 – Aug 2016)
- Position: Site Engineer Trainee.

Education

- BS.C of Civil Engineering _ King Marriot Academy, Alexandria, Egypt.
- Graduation Grade : Good (Sep2013 – Jul 2019)
- Graduation Project: Highway and Airports Project.
- Graduation Project Grade : 1St (Excellence) , 2St (Good)

Software programs

- AutoCAD 2D.
- Microsoft Office (Word, Excel, PowerPoint and Outlook).

Personal skills

- Familiarity with the Skills of Construction Planning, Execution at Site, Quantity Surveying and Bid Management.

- Strong presentation, communication and negotiation skills.
- Excellent verbal and written communication skills.
- Strong Negotiating, Sales and Training Ability.
- Skills of Selling, Promotion and Marketing Medical Supplies, Specialty Chemicals, Textile Chemicals, Dyes, Auxiliary and Construction Materials.
- Develop and implement strategies to drive business into target markets.
- Ability to work under Stress, Problem Solving, Time Management and Leadership Skills.

Courses

- Diploma in professional site engineer.
- Diploma of Architectural Finishes.
- Quantity surveying.

Language

- Arabic (Mother Language)
- English (Good Writing, Reading, Speaking)

Personal Details

- Date of birth: 17/12/1994.
- Marital status: Single.
- Nationality: Egyptian.
- Military status: Exemption.
- Age: 26 Years old.

Licenses

- Member of the Egyptian Engineers Syndicate.