

MOHAMED FOUAD ABDEL HAKIM ABDALLA

Marketing & Sales Manager / Business Development

Project Management / MEP Procurement

SUMMARY

Worked in many companies specialized in the field of **ELECTROMECHANICS** and many international companies as an **AGENT or DISTRIBUTOR** for all equipment:

- Central Or Home Air Conditioning (Chiller / Air Handling / Fan Coil Unit / Package Unit / Split / VRV)
- Cooling Tower
 - Anti-Vibration
- Ventilation & Fans
 - Flanges Assembly
- Air Outlets & Dampers
 - Photo Voltaic
- Valves & Piping

From my experience in the field of electromechanical, I also did the following :

- Design projects such as villas and administrative buildings
- Supervising some projects as a contractor

During previous period I started as **Sales Engineer** then **Deputy & Sales Manager, Project Manager & Procurement Engineer**

ABOUT ME

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Education Bachelor's degree in Engineering Sciences & Industries, Department of Automobiles, Tractors & Heavy Equipment 1997

Professional Experience

| Position | Company Name | |
|--------------------------------------|---|--------------------------------|
| Sales Engineering / Team Leader | AIN SHAMS Industrial Trading & Contracting | Agent |
| Deputy Sales Manager/Sales Manager | DELTA Construction & Manufacturing (DCM) | Agent & Manufacture |
| Business Development Manager Partner | CLASS A Trading Co | Agent |
| Director Sales Manager | ARGONAUT Integrated Engineering Solutions | Agent |
| Project Management (Kuwait) | UNIVERSAL Leader Contracting & Trading | Main Contractor |
| Marketing & Sales Manager | TIBA Engineering Industrial | Agent & Manufacture |

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Some of the agencies that she worked with in the Egyptian market as a marketing for her and working in these companies led to more experience in the field of central air conditioning....

| Brand | Specialization | Country | Agent / Distruster |
|------------------------|-----------------------|----------|--------------------|
| PETRA ENGINEERING IND. | Central Air Condition | JORDAN | Agent |
| CENTURY CORPORATION | Central Air Condition | KOREA | Local Manufacture |
| BUMYANG | Central Air Condition | KOREA | Local Manufacture |
| COOLING MAN | Cooling Tower | THAILAND | Agent |
| CASELS | Fans | SPAIN | Agent |
| CLIMAVENTA | Central Air Condition | ITALY | Agent |
| SABINA | Fan Coil Unit | ITALY | Distruster |
| DECSA | Cooling Tower | ITALY | Agent |
| KES KLIMA | Air Outlet | TURKEY | Distruster |
| INVENTUX | Photo Voltaic | GERMANY | Distruster |
| COOLEX | Central Air Condition | KUWAIT | Agent |
| ZUDEK | Industrial Chiller | ITALY | Distruster |
| FIORINI | Thermal Storage | ITALY | Distruster |
| AWAL GULF | Central Air Condition | BAHRAIN | Agent |
| HERZ | Valves | AUSTRIA | Agent |
| ANDALOSIA | Air Outlet | EGYPT | Local Manufacture |
| ZAMIL AIR CONDITIONERS | Central Air Condition | KSA | Agent |
| SYSTEM AIR | Fans | UK | Agent |
| Halton Marine | Heavy Industry | UK | Distruster |
| SAIVER | Central Air Condition | ITALY | Local Manufacture |
| EVAPCO | Cooling Tower | USA | Agent |
| TACO | Pumps | USA | Agent |
| FLORIDA | Water Cooled Dx | USA | Agent |
| TROX | Air Outlet & Dampers | GERMAN | Agent |



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PROFESSIONAL EXPERIENCE

FEB 1999: JUN 2006

SALES ENGINEERING / TEAM LEADER

AIN SHAMS Industrial Development Trading & Contracting (AGENT)

BRIEF

I joined the company as an agent for the Jordanian Petra Company, which is considered one of the most important and largest factories in the Middle East & the Arab region in the manufacture of central and home air conditioners. I started as a sales engineer until the deputy sales manager & was familiar with all stages of manufacturing, techniques & installations

PRODUCT

- Chiller / AHU / Data center equipment / Exhaust fan / Package unit / FCU



AUG 2006: OCT 2012

DEPUTY SALES MANAGER / SALES MANAGER

Delta Construction & Manufacturing (DCM) (AGENT)



BRIEF

I joined the company, and it is an agent for the companies of CENTURY and BUMYANG of Korean origin, COOLING MAN of Thailand origin, specialized in cooling towers of all kinds, and the Spanish company CASALS, which is one of the pioneers in manufacturing I started as a deputy director of sales until I graduated to a general manager of sales, supervising manufacturing & production requirements.

PRODUCT

Chiller / AHU / Package unit / FCU / Cooling Tower

- **CASALS**
A major manufacturer for air movement fans / ventilators in Spain
- **COOLING MAN**
industry leader in manufacturing cooling towers in Thailand for cross & counter flow
- **CENTURY**
HVAC equipment manufacturing in South Korea for CHILLERS, Free Stand WDX, DX Unit, FCU
- **BUMYANG**
A South Korean Leader in HVAC equipment for Air-Handling Units (AHU)

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Jan 2013: Mar 2015

BUSINESS DEVELOPMENT MANAGER

**CLASS A Trading Co
(AGENT)**



BRIEF

I worked in the company as a partner in the company's board of directors and I was responsible for sales and marketing and the opening of new markets, and we were an agent for companies of CLIMVENTA, DECSA, Italy, COOLEX for central air conditioning, Kuwait, and INVENTOX, a German company specializing in solar energy.

PRODUCT

- Chiller / AHU / Package unit / FCU / Cooling Tower

- **CLIMAVENTA**

A leader a European leader in HVAC with 40 years' experience is in business for a Provide energy efficient heating, air conditioning & data center cooling solutions.

- **DECSA**

Provides equipment to open & closed circuit, metal or fiberglass Water circuit cooling tower

- **INVENTUX Germany**

PV System manufactures and markets silicon-based thin film solar modules with micro morph

- **COOLEX from Kuwait**

Air-Cooled Chillers / Concealed ducted split / Package / AHU / Central Ducted Split Air / FCU

JUL 2015: JAN 2018

SALES DIRECTOR

**ARGONAUT Integrated Engineering Solutions
(Agent)**



BRIEF

I participated with Argot Contracting Company, which is an agent for Zamil Air Conditioning Company in Egypt, which is considered one of the largest factories in Saudi Arabia and the Gulf countries specialized in refrigerants and home air conditioning, I was the CEO of the company in general

PRODUCT

AL-ZAMIL from Saudi Arabia

Was founded in 1974 as one of the first air conditioning business to be established in Saudi Arabia and today is a leading international manufacturer of air conditioning systems and is Number 1 in the Middle East

- **ZAMIL**

Chiller / AHU / Data center equipment / Exhaust fan / Package unit / FCU

- **SYSTEM AIR**

A major manufacturer for air movement fans / ventilators in UK

- **HALTON**

Petrochemical Plants, Refineries, LNG terminals, Oil & Gas Fields and Pipes, Manufacturing Plants, Laboratories Offering and solutions , Fire Damper , Tunnel Dampers, Gas Turbines, Diesel Generators, Power Plants, Wind Turbines

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JAN 2018: NOV 2018

PROJECT MANAGEMENT

Universal leader for contracting & trading (Kuwait).

BRIEF

I joined the team of the covered hall project of Al-Shabab Sports Club in Al-Ahmadi through the full management of the project in terms of the executive drawings and their review, and the full preparation of all documents related to the contractor and consultant and the necessary appropriations for the project, a period of 11 months to complete all the tasks entrusted to us

PROJECT

- SPORTING HALL – AL-SHABAB CLUB – AL-AHMADI **TOTAL LOAD 6,000 TON**
 - Water cooled water chiller / AHU / FCU / Pump / Cooling tower / Duct / Air outlet / Controller



PROJECT SCOPE

- Collect all Suppliers' offers for equipment provide a complete technical evaluation Provide Suppliers Financial evaluation Provide complete technical submittal Procurement assistance.
- Re-design and value engineering. Provide shop drawings for MEP works
- Provide coordinated drawings with other activities. Provide MTO "Material Take Off" for all
- Items Contractor's evaluation
- Time schedule plan for work progresses.
- Check work progress with project work plan

JAN 2019: MAR 2021

SALES MANAGER

Tiba Engineering Group (Agent)



TROX® TECHNIK



BRIEF

I joined the Tiba Company for Engineering Industries as an agent for international companies such as SAIVER, EVAPCO, TROX specialized in air outlets, and I started as an active member of the company and held the position of general manager of sales

PRODUCT

- **TROX**
Is leading in the development, manufacture & sale of components, units and air outlet
- **EVAPCO**
is the first company in the Middle East that works Under the license from EVAPCO USA for cooling tower
- **TACO PUMPS**
These include circulators/pumps, valves and controls, air-dirt separators, heat exchangers, buffer and expansion tanks, domestic hot water recirculation and accessory products, & sophisticated building management controls
- **GREE**
Is committed to providing global users with high-tech and high-quality products. Split Unit, Concealed Unit, Chiller, AHU, FCU

RESPONSIBILITIES

- Direct distribution of product.
- Develop and follow up business leads.
- Set sales quotas.
- Oversee regional & local sales managers
- Maintain contact with dealers & distributors.
- Work under high pressure
- Manage team of sales staff.
- Ensure customer satisfaction.
- Travel to different locations to make sales calls.
- Attend over sales meetings.

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COMPETENCIES

- **Strategic planning for a new product in the market**
- Selling solutions that satisfy the customer
- **Excellence in completing the sales process**
- Building strong relationships between management, client, owner, consultant and contractor
- **Good communication with consultants**
- **Product vendor list for the project**
- **Competitive Intelligence**
- Customer and employee relations
- Research and analysis of the market and competitors with accuracy and strong knowledge
- Project Management
- Study and full knowledge of the product in order to be marketed and sold well

GENERAL JOB DESCRIPTION

- Prepare and deliver SALES presentations explaining products
- Confer with customers and engineers to assess equipment needs
- Help clients solve problems with installed equipment
- Recommend improved materials or machinery to customers, showing how changes will lower costs.
- Representing the company in tenders in the government and private sectors
- Interviewing consultants, contractors and owners in some projects in order to inform them of the products
- Defining goals, setting plans and preparing an estimated budget for them
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Assist and support the sales manager in performing the work tasks.
- Defining objectives, setting plans and practical programs for the administration, preparing an estimated budget for it, and determining the needs of employees, machines, equipment, and equipment
- Own and hit/exceed annual sales targets within assigned territory and accounts
- Determine the needs of personnel, machinery, equipment and supplies.
- Assigning responsibilities, monitoring and evaluating the level of performance, and coordinating efforts to work
- Update and save management data, documents, documents and records in a good way
- Building good relationships with the company's clients
- Representing the company according to the company's general strategy
- Preparing detailed quarterly financial reports showing the financial position of the management.
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships Partner with customers to understand their business needs and objective

THANKS ,, HOPE YOU LIKE IT