



# Ahmed Elbaz , PMP® , SSYB

Irrigation - Business development Engineer

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🌐 Egyptian 📅 10/04/1991 👤 Married in <https://www.linkedin.com/in/abaz-pmp/>

## 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.

## EDUCATION

Sep 2008 - Jun 2012 ● **Agriculture Engineering**  
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
WaterGems	Civil 3d
StormCad	SewerGems
Primavera	

## LANGUAGES

Arabic ★★★★★ English ★★★★★★

## CERTIFICATIONS

Jul 2021 ● **Project Management Professional (PMP)**  
Project Management Institute  
PMP® Number: 3031294  
PMP® Original Grant Date: 23 July 2021  
**Six Sigma Yellow Belt**

## WORK EXPERIENCE

**irrigation Team Leader**     
Yüksel İnşaat Saudia Co. **YÜKSEL**  
📅 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 & Utilites 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.

### Projects

- NRP Project

### Acting As Project Manager

Seder Group      
📅 Jun 2019 - Sep 2020  
📍 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.
- **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

Apr 2020	<ul style="list-style-type: none"> <li>● VMEdu</li> <li>● Certificate ID 713902</li> </ul>
2019	<ul style="list-style-type: none"> <li>● Irrigation Designer</li> <li>● Hunter Industries</li> </ul>
2019	<ul style="list-style-type: none"> <li>● Primavera P6</li> <li>● Luqman Academy</li> <li>● The Basics of Data for Analytics</li> <li>● Certificate No: B0ACB093298A4E5EBE9C4B9CD6EDCCE6 Lynda.com</li> </ul>
2017	<ul style="list-style-type: none"> <li>● Strategic Planning</li> <li>● David O Sullivan Udemy.com</li> </ul>
2017	<ul style="list-style-type: none"> <li>● Managing Technical Teams</li> <li>● Certificate No: 25C635D5524B41AB8E456F2937517D4C</li> </ul>
2017	<ul style="list-style-type: none"> <li>● Managing Project Risks and Changes</li> <li>● Margaret Meloni, MBA, PMP Instructor University of California, Irvine Extension</li> </ul>
Nov 2017	<ul style="list-style-type: none"> <li>● Project Manager</li> <li>● Aramco</li> </ul>
2016	<ul style="list-style-type: none"> <li>● Master Sales and Influence</li> <li>● Aaryan Longmore , Udemy</li> </ul>
Dec 2015	<ul style="list-style-type: none"> <li>● Diploma in Sales and Distribution Management</li> <li>● NPTEL &amp; Alison</li> <li>● Define the relationship between sales management and other functions of management</li> <li>● Explain the dominant influence of small and large scale manufacturers on the economy</li> <li>● Discuss the supremacy of production or manufacturing</li> <li>● Distinguishing between manufacturing and finance departments in sales management</li> <li>● Describe marketing functions as its relates to sales management</li> <li>● Describe marketing activities like advertising and sales promotion</li> <li>● Explain the consolidation of sales management with marketing management</li> <li>● Describe the concept of transactional relationship selling</li> <li>● Describe the specific duties and responsibilities of a sales manager</li> <li>● List the importance of sales management</li> <li>● Discuss the emerging trends in sales management</li> <li>● Describe the characteristics personal selling</li> </ul>
2016	<ul style="list-style-type: none"> <li>● Budgeting and Scheduling Projects</li> <li>● Margaret Meloni, MBA, PMP Instructor University of California, Irvine Extension Coursera</li> </ul>
2016	<ul style="list-style-type: none"> <li>● Model Thinking</li> <li>● Univeristy of Michigan, Coursera</li> </ul>
2016	<ul style="list-style-type: none"> <li>● Master MS office</li> <li>● 26.5 Hrs Simon Sez IT Udemy.com</li> </ul>
2016	<ul style="list-style-type: none"> <li>● Initiating and Planning Projects</li> <li>● Margaret Meloni, MBA, PMP Instructor University of California, Irvine Extension Coursera</li> </ul>
Jun 2015	<ul style="list-style-type: none"> <li>● Marketing Management - Analyzing Competitors and Customers</li> <li>● NPTEL &amp; Alison</li> <li>● Important features of competitor analysis.</li> <li>● Objectives of marketing.</li> <li>● Ways to analyze a company's marketing strategy.</li> <li>● Different strategies for marketing.</li> </ul>

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.

**Technical Manager & Area Manager**

Micoland

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 :**


Apr 2015 ● **Sales Management Diploma**  
 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

May 2015 ● **Marketing Management Diploma**  
 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.

## 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

### Mohammed Fathi

Project Manager  
 Yuksel Insaat Saudia  
 +966-507878699

### Mostafa Nabil

Technical Manager  
 Yuksel Inshaat saudia  
 +966506602665

### Ahmed Khamis

Business Development Manager  
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### Osman Ahmed

Landscape Manager  
 MAshatel Alkharj  
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### Ramadan Nagjub

Deputy Maintenance Manager  
 TMG  
 +201144453432

### Ahmed Abdelmawgood

Technical office manager  
 TMG  
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### Ahmed Hashem

Construction Manager  
 ABV Rock Group  
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- Finalize and close deals with CFC and BLU BLU Project.
- I increased sales by 31% within 6 months.
- Arrange and organize development plans for the technical and sales engineers in addition participating in preparing annual plan of the company.

### Project Manager

Mashatel Alkharj

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.

### Irrigation Branch Manager

MARA Holding Co.

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

### Ammar Shehab-Eldin

Sr.Irrigation Engineer

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### Kareem Shalaan

Design Manager

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### Ashraf Mansour

Mechanical Manager

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### Ahmad Elsherbieny

Sr. Irrigation Engineer

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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.
- **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.
- **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.

#### Jr . Irrigation Engineer

Talaat Mostafa Group

📅 Jul 2012 - Sep 2013

📍 Cairo, Egypt



- **Responsible** for the four sectors of Landscape maintenance in Rehab city