

## PERSONAL INFORMATION



## Karim Reda Hassan El-Sayed

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Sex Male | Date of birth 29/08/1990 | Nationality Egyptian

Military Service Completed

## WORK EXPERIENCE

Current Work  
6 months experience

### Production Engineer / Shift Leader

BituNil - Nile Waterproofing Materials Co.

- Plan and coordinate production engineering processes on daily basis to produce high quality products.
- Develop process improvements to effectively utilize equipment and materials to maximize production.
- Develop operational strategies to achieve production and financial objectives.
- Provide engineering support for production and maintenance activities to ensure maximum production.
- Perform engineering analysis to reduce downtime and outages.
- Evaluate current production activities and make recommendations for improvements.
- Implement cost reduction initiatives while maintaining high quality standards.
- Develop operating instructions and equipment specifications for production activities.
- Investigate problems, analyse root causes and derive resolutions.

Jan 2014 – Jan 2015  
1 year experience

### Sales Engineer

New Atlas Lubricants Co. ,Alexandria, Egypt

- Searching for new clients who could benefit from your products in a designated region
- Establishing new, and maintaining existing, relationships with customers
- Preparing products Datasheets, Material Safety Data Sheet.
- Preparing Export and Import papers.
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations
- Negotiating tender and contract terms
- Negotiating and closing sales by agreeing terms and conditions
- Offering after-sales support services
- Preparing reports for head office
- Meeting regular sales targets
- Recording and maintaining client contact data
- Solving client problems

## PROFESSIONAL TRAINING

August 2011

### Summer Trainee, Co-Engineer

Western Desert Operating Petroleum Company (WEPCO), El Maadia, Alexandria, Egypt

July 2011

### Summer Trainee, Co-Engineer

Pharaonic Petroleum Company ( PhPC ), Habby harbour , Port Said, Egypt

July 2010

### Summer Trainee, Co-Engineer

Western Desert Operating Petroleum Company (WEPCO), El Maadia, Alexandria, Egypt

## EDUCATION

2013 - 2015

### Master's degree in Petroleum Engineering

Cairo University, Faculty of Engineering, Petroleum Engineering Department, Egypt

- Major: **Petroleum Engineering**
- Grade: **GPA ( 3 out of 4 )**

