

Maha Magdy Hussien

2207, Zahraa Nasr City, Cairo

Marital status: Married

Date of Birth: 13 Sep 1988

Visa: Valid UAE Dubai Residence Visa, Husband Sponsorship

Contact

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Profile

Objective Seeking a position that will benefit from my technical and pre sales engineering experience to create sales, improve business strategies and assure customer satisfaction.

Availability From July. 2015

Education

July 2010 **B. SC. Communication systems and Electronics**
Faculty of Engineering - Helwan University
Accumulative Grade: Good

Graduation Project

Title 2G Optimization Tool
Supervisor Dr. Osama El Ghandour
Abstract 2G optimization tool for mobile communications system (GSM) using Java Standard Edition as a programming language, The first Egyptian Optimization tool with an advantage of reading several types of LOG files which are collected by Drive Testers using several data collection software, also the tool is using GIS maps to demonstrate the Log files data.
Grade Excellent

Work Experience

Alpha Egypt Design (Telecom solutions)

Jan 2014- Jan 2015

Title: Pre Sales Engineer : Responsible for:

- Preparing Technical and Financial offers requested by sales force for (PBX, CCTV, FA Systems, PA Systems, Cabling, Call Center, UPS, S/W Etc.)
- Contacting suppliers for RFQ's, Technical inquiries and materials price.
- Following up with suppliers for the requested RFQ's
- Negotiating with suppliers for the best price.
- Searching the market for new suppliers.
- Studying and understanding the new products.
- Preparing the needed documents for the tenders and new projects like (data sheets, manuals, compliance sheets, pics and material list)
- Studying and Configuring the telephone systems for the new projects and tenders for (Avaya IPO, Panasonic and Siemens)
- Sourcing the needed products and insuring the delivery to our stores On Time.

Techno Media Group (Measurement and Control Systems)

Jun 2012 – Feb 2013

Title: Projects Coordinator : Responsible for:

- Studying the technical specifications and financial conditions for tenders.
- Preparing technical and financial offers, compliance table and presentations for tenders.
- Cooperation with the sales team and providing them with technical support, manuals, catalogs and technical specifications.
- Update the company website with the new projects and news for the company

ELTraax (Training Company)**Jun 2011 – May 2012****Title:** Training Specialist : Responsible for:

- The Designing, Pricing and Development of the Technical courses (Like: GSM, UMTS, 2G/3G Planning/Optimization) and Business courses.
- Directly contacting instructors for setting training schedules.
- Interviewing technical and business courses new instructors.
- Developing all business courses training guides, handbooks, descriptions and outlines.
- Developing technical and business courses materials and presentations.
- Administrator for MAHARATY page (company official Facebook page for the business courses)
- Following up all technical and business courses to ensure QoS of the delivered courses.
- Contacting customers as the only point of contact for technical and business courses.
- Developing new studying programs for Students, Graduates and Workers.

Unicon (Trading and Equipment)**Feb 2011 – Jun 2011****Title:** Technical Support Engineer :

- Conducting financial and technical offers for request equipment.
- Contacting new customers to define the needed equipment.
- Support the customers and answering any technical inquiries.
- Preparing and submitting any Required Documents related to Tenders and biddings.
- Direct contact for all suppliers for any technical inquiry.
- Request all needed equipment from suppliers.
- Searching for new suppliers with best offers.

Courses

2011	HP Procurve Course
2010	GSM Optimization Course
2010	Cisco Certified Network Associate
2010	Java 2 Standard Edition
2009	GSM System Survey
2009	GPRS System Survey
2009	UMTS System Survey
2008	6 weeks long training course, working for GASCO& Telecom Egypt

Core Competencies

- Communicating Effectively
- Fast learner and Good team member
- Excellent time management skills
- Excellent presentation skills

Languages**Arabic** (native)**English** (fluent)**French** (basic)*** References furnished upon request ***