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| Professional OverviewEducation | An enthusiastic and experienced Petroleum Engineer, keen to pursue a long term career within the oil and gas industry. Academic achievement is consolidated by significant overseas industry work experience, with no compromise on QHSE, self motivated, team builder and player, with good communication skills, managing by objectives oriented, with solid sales and marketing skills. Very well trained on Sales, Marketing and Technical modern techniques course done as per the resume.1987 – 1992 Faculty of Petroleum & Mining Engineering, Suez Canal University, Suez EGYPT.B.Sc. Of Petroleum Engineering.Ranked The Second |
| Professional experience | July 2014 – August 2015Sales & Technical Manager. Sprint Oil & Gas ISB, PakistanManaging SPRINT technical and sales team for 6 CTU packages, 5 cementing packages, and MPFM package, supervising 20 engineer and sales persons, with sales of 27 million USD/Yr, providing services for all clients in Pakistan such as BHP, ENI, MOL, PPL, OGDCL, POL, MPCL, and OPLDec 2013 – July 2014Rig less Project Manger. Weatherford Int’l Basra, IraqManaging WFT Rig less Operation in South Iraq, heading the rigless Operation & Engineering team for West Qurna-1 field as well as rigless operation for other clients in South Iraq such as ROO. Current job responsibility includes: financial planning and budgeting for WFT south Iraq rigless operation, equipment selection, reviewing and approving well intervention proposals, implement WFT & clients QHSE policies, maintain the project plan and ensure that the work is done within budget and time frame, managing all the operational, logistical, QHSE for these clients, new tenders and contractual issues with current clients and 3rd party contractors.Feb 2013 – Dec 2013Rig less Operation Manger Weatherford Int’l Basra, IraqLeading the operation and engineering teams, to execute the Rigless operations in the West Qurna-1, coordinating for all the Rigless sites usually 3 sites at any given time, job responsibility includes: planning of operation, equipment selection, reviewing and approving well intervention proposals, implement WFT & XOM QHSE policies, maintain the project plan and ensure that the work is done within budget and time frame, arranging for all the operational, logistical, QHSE of these locations and the equipment move from location to location, heading a team of 6 well site supervisors, and varies product lines involve in the rigless operation, the operation includes SLK, E/L Through Tubing and TCP perforation, stimulation, PLT, well testing of the newly drilled wells in the West Qurna field in South Iraq. May 2012 – Feb 2013Rig less Program Engineer Weatherford Int’l Basra, IraqHead of the engineering team for rig less operation, preparing, reviewing and approving proposals for the XOM West Qurna-1 field, such as perforation, stimulation, PLT, well testing of the newly drilled wells in the West Qurna field in South Iraq. May 2010 – May 2012Technical Manager PPS Weatherford Int’l Basra, IraqIn charge of Technical group for Pumping Services P.L. for WFT Iraq, looking after9 drilling rigs cementing, 4 work over rigs and 2 CTU packages, in charge of 2 field cementing labs, and 6 field engineers.Reviewing and approve cementing, stimulation programs, prepare technical presentations to clients in Iraq, plus training of junior engineers.Dec 2009 – May 2010Business Development Manager BJ Services Int’l Cairo, EGYPTIn charge of developing the market for all service lines for BJ Services Egypt supervising the sales and marketing team as well as the tendering process, the main contact to clients and possible clients, marketing and selling BJ products and services to the clients in very competitive market, with all major international services providers and as well regional and local service providers are in the market, by applying selling techniques of identifying customer needs and demonstrate why BJ products and services is the solution to their requirements and always applying the Win Win relationship with the clients, also elaborating on technical aspects of different products and provide technical assistance. as well as after sales reviews to ensure that the service quality is maintained at the highest level to achieve customer satisfaction which is main reason to continue to be their preferred services provider, and keep a long standing relationship, The above is achieved by analytical study of the market and the position of the competitors in such market, and the economics that role such market, and to be competitive in such market it is vital to make sure that the vendor prices (Product or 3rd party products and services) are with enough margin to enable good pricing to the clients. Clients dealt with (GUPCO, PETROBEL, KHALDA, AGIPA, BAPETCO, EDISON, ALHAMRA)Jan 2009 – Dec 2009 BJ Services Co. Tripoli, LIBYAEngineering & Sales Manager (Stimulation – Cementing –CTU)In charge of the engineering and sales group for BJ Services Libya, supervising 6 engineers, 4 technicians and Sales, Marketing & Tendering engineers, providing technical support to varies clients in Libya, as well developing the market for all service lines for BJ Services Libya, the main contact to clients and possible clients, marketing and selling BJ products and services to the clients in very competitive market, with all major international services providers and as well regional and local service providers are in the market, by applying selling techniques of identifying customer needs and demonstrate why BJ products and services is the solution to their requirements and always applying the Win Win relationship with the clients, also elaborating on technical aspects of different products and provide technical assistance. as well as after sales reviews to ensure that the service quality is maintained at the highest level to achieve customer satisfaction which is main reason to continue to be their preferred services provider, and keep a long standing relationship, The above is achieved by analytical study of the market and the position of the competitors in such market, and the economics that role such market, and to be competitive in such market it is vital to make sure that the vendor prices (Product or 3rd party products and services) are with enough margin to enable good pricing to the clients. Clients dealt with (Al WAHA, TOTAL, SHELL, ARAB GULF, TIPCO, BP, WINTERSHALL, STATOIL)2004 – 2009 BJ Services Co. Hasi Messoud, ALGERIAEngineering Manager (Stimulation – Cementing –Coil Tubing)In charge of the engineering department for BJ Services in Algeria, supervising 20 engineers and 6 technicians, providing technical proposals for varies clients in Algeria, covering technical aspects for 25 rigs cementing work + Stimulation work for varies clients in Algeria utilizing 9 CTU and N2 units & Frac Fleet. The overall revenue of more than 6,500,000 USD / Month.Engineering Support to BJ West Africa operation in Ivory Coast & Equatorial Guinea (off shore cementing for CNRL & Exxon).2003 – 2004 Gulf Drilling & Maintenance Co. KUWAIT**Well Service Manger (Stimulation – Well Testing – Slick Line)**Running Three different departments with overall staff of 80 employees, overlooking the technical, operational & logistics for such operation serving two clients in Kuwait KOC & J.O. with overall revenue of 1,600,000 USD / Month.2001 – 2003 BJ Services Co. USA Rock Springs, WyomingField Engineer (Fracturing)Working for E.O.G. Resources, McMurry, Shell, Flying J, AEC, RME, Yates, BP and Intoil Providing them with technical support for cementing and stimulation, write proposals and recommendations for cementing, fracturing and doing all the field Q.C. Field lab work for the fracturing operations for the above mentioned clients and as well monitor real time and remote the jobs as required by the use of the following programs (Job Master, Fracpro PT, Meyer, Power Vision, Datatrax, Cmfacts, Well Temp.).1998 – 2001 BJ – NOWSCO Damascus, SYRIADistrict Engineer Working for AFPC, Shell SYRIA, MOL Syria, DEZPC, Elf, and SPC Providing them with technical support for cementing and stimulation, approve the cementing programs and design for AFPC and supervise the field engineer and lab work in Dier Ez-Zor. Additional helping in putting the technical tenders for the Central Asia Area, and support the operations in Armenia, Azerbaijan, Kazakhstan and the direct sale tenders for Iraq, Turkey and Jordan.1997 – 1998 BJ – NOWSCO Dier Ez-Zor, SYRIAField Engineer – IIWorking for AFPC, Shell SYRIA and SPC Providing them with cementing programs and design and looking after the lab in Dier Ez-Zor.1996 – 1997 BJ Services Co. Bombay, INDIAField Engineer – ILooking after the cementing part of the ERD project for BHI ( i.e. provide BHI with cementing programs and looking after the logistics to supply 4 off-shore rigs with cement supervisors and cementing additives, and work forENRON INDIA Ltd., ONGC, & NIKO. Providing them with cementing programs and designs and looking after the cementing lab in Bombay.1995 – 1996 BJ Services Co. Crowley, LouisianaAssociate EngineerWorking for variety of clients in south Louisiana and work in the frac boats in The Gulf of Mexico. ( Cementing , Stimulation and Frac )1994 – 1995 GUPCO (AMOCO) Gulf of Suez, EGYPTOffshore Drilling Foreman TraineeWorking off-shore Gulf of Suez in the Interocean-III rig to redevelop the Sidkifield and re – drill all its wells horizontally. 1994 – 1995 GUPCO (AMOCO) Cairo, EGYPTDrilling EngineerWorking in GUPCO office in Cairo preparing drilling programs, interpolatingdata coming from the rigs using Amoco software like Well Plan, and Target, Bit Selection and Drilling Hydraulics. Assist in bid evaluations and well analysis and cost for the wells. |
| Languages | Fluent English, Arabic and basic French, Russian. |
| Civil service grades | EGYPTIAN ARMY 1992 – 1994 |
| Awards received | The Ideal Student for the Year 1991- 1992 for the Suez Canal university. |
| Training | * Well Control School, Cairo EGYPT.
* Stuck pipe School, Cairo EGYPT.
* Associate Engineer Cementing School, Houston USA.
* Associate Engineer Stimulation School, Houston USA.
* Associate Engineer Frac School, Houston USA.
* Associate Engineer Software School (Cmfacts, Mayers, Frac Pro), Houston USA.
* **Seven Habits of Highly Effective People, Houston USA.**
* Nodal Analysis School, Dubai UAE.
* Formation Damage School, Dubai UAE.
* Acid Process School, Houston USA.
* **Value Added Profit School, Dubai UAE.**
* ENG 302 Advance Cementing School, Houston USA.
* English Business Writing, British Council, Damascus Syria.
* ENG 201 Applied Acidizing School, Dubai UAE
* **The OZ Principles School, Dubai UAE.**
* CIRCA COURSE, Dubai UAE
* **Value Selling, Houston USA**
* **Value Negotiation, Houston USA**
* Nitrogen Equipment (Correspondent Course)
* Well Stimulation Treatment (Correspondent Course)
* Well Services and Work over Profitability (Correspondent Course)
* Cement Products (Correspondent Course)
* Acid Products (Correspondent Course)
* Fracturing Products (Correspondent Course)
* **Effective Presentation Skills, Houston USA**
* Standard Practice Manual (Correspondent Course)
* Lab Practice & Mixing Manual (Correspondent Course)
* **Process Improvement, Houston USA**
* ENG 203 Applied Frac School, Houston USA
* Frac Equipment (Correspondent Course)
* Cement Equipment (Correspondent Course)
* Tool Product (Correspondent Course)
* Coil Tubing Operating Procedure, Red Dear CANDA
* Cycle, Calgary, CANADA
* ENG 210, Applied CTU Engineering School, Calgary, CANADA
* Ethics, Aberdeen, UK
* **Proposal to win, Houston, USA**
* **Power Tender, Houston, USA**
* Acid Equipment (Corresponding Course)
* Records Management Training (On Line)
* Foreign Corrupt Practice Act Training (On Line)
* Antitrust Training (On Line)
* Based Behavior Safety , HME, Algeria
* Safe Start, Basra, Iraq
* IWCF Certificate till 2013
* **Manger Development Program, Basra, Iraq**
* **Negotiation Skills for Mangers, Basra, Iraq.**
* IWCF Certificate till Nov. 2015
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**References available upon requested.**