

# Maged Mohamed Sayed Taha

## Engineering Unit Manager

Holds a B. Sc. in Mechanical Power Engineering and a two years Professional Program in Environmental Engineering/Management. Has over 14 years of experience in Detail Engineering, Business Development & Tendering of Power, Industrial and Oil & Gas Sectors. He joined EGYPTROL late 2011 and had previous wide experience in many firms such as PGESCO, SIEMENS / NEM – Dubai Offices & Air Liquide Egypt.

### PERSONAL DATA

Nationality : Egyptian  
Birth Date : 01/10/1981  
Gender : Male  
Marital Status : Married  
Residence : New Cairo

### EDUCATION

- : B. Sc. in Mechanical Power Engineering, Ain Shams University, 2003
- : AUC Professional Program in Environmental Engineering/Management (250 hours in two years, from 2006 to 2008)
- : Secondary Education: BADR AL-ESLAM Language School, Cairo

### LANGUAGES

Arabic : Native Language  
English : Excellent  
French : Fair

### COMPUTER SKILLS

- : Windows, MS Office (Word, Excel, Power Point), Internet
- : AutoCAD

### TRAINING COURSES AND CERTIFICATIONS

- : PMP Exam Preparation Course, CMCS Egypt (May/Jun. 2012).
- : Writing and Management Winning Proposals for Engineering Projects, AUC (Apr./May 2012).
- : Strategic Management, IES Business (Jan. 2011).
- : Time Management – Franklin Covey Program (May 2010).
- : Customer satisfaction and retention, AMCHAM (Nov. 2009).
- : Pressure Vessels Design & Inspection (ASME VIII), Canadian International College (CIC) (Jan. 2008).

- : ASME B31.1 Code & Steam/Feed Water Systems Design, Bechtel/Pgesco (Jun. 2006).
- : Training on district cooling and cogeneration systems in JAPAN with Consukorra Co. (Oct. 2004).
- : Training on Gas Turbines in MHI factories in JAPAN with Consukorra Co. (Oct. 2004).
- : Summer trainings at:
  - Khalda Petroleum Co. – general training and information about maintenance of diesel generators and centrifugal pumps (Aug. 2000).
  - Cairomatic Co. – drawing engineering diagrams for piping and tanks using AutoCAD program (Aug. 2001).
  - Sperry Sun (a Halliburton Co.) – mud logging department (Jun./Jul. 2002).

## CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From Oct. 2014 till now
- Employer** : THE ENERGY GROUP "TEG"  
 THE ENERGY GROUP "TEG" is an independently owned professional services provider organization specializing in variety of energy and utility based services in the Arab Republic of Egypt and the Middle East Region.  
[www.eg-eg.net](http://www.eg-eg.net)
- Job titles** :
  - TEG - Shareholder & Board Member
  - EGYPTROL - Engineering Unit Manager
- Job Description** : Reporting directly to EGYPTROL Managing Director. In that capacity, I am responsible for the following:
  - Develop EGYPTROL Engineering Unit.
  - Develop new clients in accordance with EGYPTROL / THE ENERGY GROUP Strategies.
  - Assist the Managing Director in developing the sales strategy for specific opportunities.
  - Manage the execution of engineering projects.
- Dates** : From Dec. 2013 till Oct. 2014
- Employer** : NEM Energy BV / SIEMENS (Dubai Office)
- Job title** : Area Sales Manager (KSA & EGYPT)
- Job Description** : Located in Dubai and report directly to NEM "Dubai Office" Managing Director. In that capacity, I was responsible for the following:
  - Establish and maintain key relationships with the assigned clients at all levels by performing bi-weekly visits to the above mentioned markets.
  - Develop new clients in accordance with NEM / SIEMENS strategies.
  - Assist the Managing Director in developing the sales strategy for specific opportunities.
  - Prepare Strategy to Win "STW" for potential bids.
  - Participate in Bid – No Bid meetings.
  - Assist Netherlands tendering and engineering team in preparing technical and commercial proposals for potential bids.

- Dates** : From Dec. 2011 till Dec. 2013
- Employer** : THE ENERGY GROUP "TEG"
- Job title** : Business Development Manager / Proposals Specialist
- Job Description** :
- Reporting directly to THE ENERGY GROUP Board of Directors. In that capacity, I was responsible for the following:
    - Achieve commercial, prequalification and development efforts according to the company's strategy.
    - Know and establish key relationships with the assigned clients at all levels.
    - Carry out full market prospection (clients, suppliers, competitors and products).
    - Develop new clients in accordance with the strategy and the prospection plan.
    - Position THE ENERGY GROUP and its affiliated companies with the clients to increase our chances of winning new Projects.
    - Assist the Board of Directors in developing the sales strategy for specific opportunities.
    - Assist the Board of Directors in clarification and negotiation meetings with the clients.
    - Receiving, studying tender documents, and preparing the technical and commercial proposals for overseas power plant projects in association with the EPC contractors bidding in these projects.
    - Preparing preliminary equipment & piping sizing calculations, preliminary P&ID's, Preliminary mechanical BOQ's and performance specifications for the purpose of bottom-up cost estimation for overseas power plant projects in association with the EPC contractors bidding in these projects.
    - Obtaining budgetary quotations from suppliers for the purpose of supporting the EPC contractor in the bottom-up cost estimation process for overseas power plant projects.
    - Preparing detailed technical and commercial EPCM proposals for overseas power projects including man month calculations.
    - Preparing detailed technical and commercial proposals for providing commissioning services for EPC contractors for power projects including man month calculations.
    - Preparing detailed technical and commercial proposals for providing erection services for power projects, substations and industrial projects through EGYPTROL affiliated companies.
  - Briefly, I had participated on the following projects as the Proposals Specialist:
    - Azura, Nigeria, 450MW (4x125MW) Gas Turbine Simple Cycle Power Plant.
    - Nouakchott, Mauritania, 120MW (8x15MW) Diesel Power Plant.
    - Samawa, Iraq, 450MW (4x125MW) Gas Turbine Simple Cycle Power Plant.
    - Qurayyah IPP, KSA, 4000MW Combined Cycle, Commissioning and operation services to Samsung C&T.
    - Marsa Matrouh Desalination Plant 24000 m3/day, electromechanical erection services.

- Diwania, Iraq, 450MW (4x125MW) Gas Turbine Simple Cycle Power Plant.
- Note: We had succeeded to allow the EPC contractor that had participated in Diwania project bid to win the project (lowest price and technically accepted).

**Dates** : From Jan. 2011 till Dec. 2011

**Employer** : PSP (Power System Projects) – Subsidiary of EL-SEWEDY ELECTRIC

**Job title** : Mechanical Team Leader / Technical Office Manager

**Job Description** :

- Responsible for all mechanical engineering work related to turnkey power projects.
- Leading the mechanical team for preparing and issuing all mechanical and piping engineering work (Preliminary design, basic design, equipment sizing and calculation reports, P&ID's, equipment specifications, 3D plant modeling, Isometrics drawings, equipments procurement / technical evaluation and detail design) for in hand power projects such as:
  - Cameroon 40MW Power Plant (three sites in three different cities) was successfully commissioned, started up and synchronized to the Cameroonian grid on Jan. 2012).
- Giving the mechanical support for the tendering team for all foreseen future projects.
- Technical Office Manager for CP-118 package (mechanical balance of plant) for Abu Qir Thermal Power Plant 2x650MW at Egypt (6 months assignment).

**Dates** : From Nov. 2008 till Jan. 2011

**Employer** : Air Liquide Egypt

**Job title** : Project Engineer & Senior Mechanical Engineer

**Job Description** :

- Responsible of air separation units / industrial gases projects, starting from the phase of engineering design for mechanical Balance of plant BOP (Preparation of Calculation reports, P&ID's, Specifications, plant design drawings, etc.) passing by the phase of equipments purchasing and ending with the construction, commissioning and start-up.
- Participated on delivering to the owner four successfully commissioned and started up air separation units / industrial gases projects in Egypt and participated on other two engineering design projects for mechanical BOP of air separation units and backup systems at SYRIA:
  - Silpa 140 O2 and N2 industrial gases plant for egyptian market.
  - Sigma O2, N2 and Air industrial gases plant for EZDK Company at Alexandria, Egypt.
  - APSA N2 and Electrolyzer H2 industrial gases plant for Saint Gobain Glass Company at Soukhna, Egypt.
  - Sigma O2, N2 and Air industrial gases plant for TCI Chemical Company at Port Said, Egypt.

**Dates** : From Jan. 2005 till Oct. 2008

**Employer** : PGESCO. (Power Generation Engineering and Services Company)

**Job title** : Mechanical Design Engineer

**Job Description** : 

- Responsible for preparing equipment sizing calculations reports, P&ID's, specifications and evaluation reports of pumps, tanks and other various systems and equipments installed at power plants according to international standard codes (specially for CP-118 (Mechanical Balance of Plant Package), PO-109 (Circulating, Service and Raw Water Pumps Package) and CP-107 (Field Erected Tanks Package)).
- Mechanical RE (Mechanical Responsible Engineer) of CP-118, PO-109 & CP-107 packages for El-Tebbin 2x350MW Thermal Power Plant and part of Cairo North II 750MW Combined Cycle Power Plant.

**Dates** : From Mar. 2004 till Jan. 2005

**Employer** : Consukorra Co. (Mitsubishi Heavy Industries)

**Job Description** : Technical Advisor for Cogeneration systems, Mitsubishi diesel generators and Mitsubishi absorption chillers.

**Dates** : From Aug. 2003 till Mar. 2004

**Employer** : BMW (Tech. Service Center)

**Job Description** : Workshop Engineer