

IHAB DARWISH

Electrical Engineer / MBA candidate

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Cairo, Egypt

PROFESSIONAL PROFILE

Electrical Engineer with 6+ years of experience across sales, project management, procurement, and site execution within construction and oil & gas sectors. Experienced in managing MV and LV projects, coordinating with clients and suppliers, and supporting commercial growth through technical sales. Currently pursuing an MBA to strengthen business, financial, and leadership capabilities.

PROFESSIONAL EXPERIENCE

Sr. Sales Engineer – Oil and Gas sector | EMAS – ElSewedy Industries

10th of Ramadan factory | May 2025 – Present

- Develop business opportunities for MV and LV electrical solutions within the oil & gas market.
- Manage technical and commercial proposals, clarifications, and tender submissions.
- Supported the registration of EMAS products and services with more than 10 companies.
- Developed more than 15 new client accounts during the first months in the role. Acquired Purchase orders.

Sr. Project Management Engineer | EMAS – ElSewedy Industries

10th of Ramadan factory | May 2023 – April 2025

- Managed the execution and delivery of more than 65 MV and LV projects for over 50 clients.
- Coordinated activities between engineering, production, quality, logistics, and clients.
- Followed up technical approvals, project documentation, and client requirements.
- Monitored project schedules and supported project risk management activities.
- Consistently exceeded assigned annual performance targets.

Procurement Engineer | CSCEC (China State Construction Engineering Corporation)

Cairo, Egypt | April 2021 – April 2023

- Successful Procurement of special equipment for the Iconic Tower and following up with KONE elevators supplier.
- Managed procurement activities for electrical systems for the Alamein Downtown Towers (ADT) project. Including but not limited to: MVSG, RMU, MDB, MCC, CBS, Cables.
- Commercial negotiations and supplier evaluations.
- Monitored delivery schedules to ensure materials were available when required on site.

Electrical Site Engineer | Delta Contracting

Cairo, Egypt | October 2020 – April 2021

- Executed electrical works for a Lead-acid battery factory, managing MV/LV systems installation.
- Ensured compliance with electrical standards and safety regulations.

EDUCATION

- **Master of Business Administration (MBA)**
Arab Academy for Science, Technology & Maritime Transport (AASTMT) – Sheraton, Cairo
Expected Graduation: Sept 2026
 - **Bachelor of Electrical Engineering & Control.**
Arab Academy for Science, Technology & Maritime Transport (AASTMT) – Abu Qir, Alexandria
Graduated: 2017
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CERTIFICATIONS & TRAINING

- PMP Course – TIA Education, Andrew Ramdayal, May 2024.
 - Training at Alexandria EDC – Summer 2016.
 - Training at Shobra Power Plant – Summer 2016.
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Core competencies / Skills

- Technical Sales
- Business Development
- Project Management
- Procurement & Supply Chain
- Vendor Management
- Contract Negotiation
- MV/LV Electrical Systems
- Tendering & Commercial Proposals
- Stakeholder Management
- Risk Management
- Client Relationship Management
- Microsoft Office