

Anthony Albeir Saber

Sales Engineer

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 Giza, Egypt

 [\(25\) Anthony Saad | LinkedIn](#)

OBJECTIVE

I seek challenging opportunities where I can fully use my skills for the success of the organization, that's why I have that incredible passion to join such a great company

PROFESSIONAL EXPERIENCE

Teknetic Egypt

Sales Engineer

August 2025 – Present

- Analyze customer needs and propose suitable technical solutions.
- Present products and systems through technical presentations and demos.
- Prepare technical and financial proposals, quotations, and BOQs.
- Manage leads, opportunities, and customer data using CRM systems.
- Track sales pipeline, follow-ups, and forecasting through CRM.
- Follow up projects from proposal stage to final delivery
- Build and maintain long-term relationships with clients, consultants, and contractors
- Conduct site visits and free consultations
- Manage after-sales follow-up and customer support

MIS (Misr International Systems)

Sales Engineer

April 2025 – August 2025

- Acted as a solution integrator, aligning enterprise customer requirements with multi-vendor IT and cybersecurity solutions.
- Delivered pre-sales consultancy, solution design, and technical presentations for banking, telecom, and government clients.
- Designed and integrated solutions for data protection, encryption, PKI, key management, and network security.
- Collaborated with vendors and distributors to provide cost-effective and secure solutions.
- Prepared RFP responses, technical proposals, and architecture designs tailored to customer needs.
- Supported proof-of-concepts, deployments, and customer training to ensure successful solution adoption.

Telecom Egypt

IPMO (International Project Management Operator) & Sales Engineer

May 2024 – April 2025

- Developed and managed project schedules to ensure timely execution
- Followed up on inter-station projects related to submarine cable systems
- Managed projects end-to-end from contract initiation to final delivery
- Coordinated with international stakeholders and cross-functional teams
- Monitored project progress, risks, and KPIs to ensure performance targets are met
- Identified and pursued new business opportunities in international telecom projects
- Prepared technical and commercial proposals for submarine cable and connectivity solutions
- Participated in client meetings and presentations to explain project scope and value proposition
- Negotiated pricing, scope, and contract terms with clients and partners

Huawei

PS core network engineer

Nov 2023 - May2024

- Supporting delivery team for vEPC project for Orange Eg account
- GPRS, UMTS Network principles
- EPC Network principles
- Cloud solution
- Huawei products (cloud USN, cloud UGW, cloud CG, cloud EPSN
- Hardware installation
- Routine and switching principles

Telecom Egypt

Site Engineer

DEC 2022 - NOV 2023

- Fiber connection
- Hardware installation
- Solve Problem (Fiber / copper)
- Kpi's

EDUCATION & CERTIFICATIONS

Bachelor of Communication Engineering

Electrical, Electronics and Communication Engineering

Modern Science and Arts University

Graduation year: 2022

GPA: 2.48

Grade: Very Good

- Graduation Project (Artificial intelligent based on smart traffic)
- Apply Artificial intelligent algorithm on the video surveillance live stream → Detect Vehicles using Haar Cascaded XML Files → Detect pedestrian using Haar Cascaded XML Files
- Apply Speed Estimation for the Vehicles
- Apply algorithm to count the number of Vehicles and congestion ratio L
- Detect the presence of human motion in the traffic station

Embedded System Diploma (AMIT)

- C programming & data structure
- Software Engineering
- (AVR) Interfacing
- RTOS
- SWE & ISTQB foundation level
- Introduction to Automotive Bus

Computer Skills

- Embedded C
- C++ Visual Studio
- HTML
- CSS
- JavaScript
- Python
- Proteus → Eclipse
- GitHub

Licenses & Certifications

- Build Your Own Chatbot - Level 1 — IBM
- Big Data Foundations -Level 1- IBM
- Artificial Intelligent — IBM • cloud computing HCIA — Huawei
- 5G HCIA— Huawei

Skills

- Communication
- Time Management
- Self-Motivation
- Fast learner
- Hard worker
- Team Leader

Languages

- Arabic: Native
- English: Excellent
- Germany: A1