

Philopater Thabit

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Education

MAY 2025 – APRIL 2026

SENIOR EXECUTIVE DIPLOMA
AMERICAN UNIVERSITY IN CAIRO

SEPTEMBER 2012 – JUNE 2017

Bachelor of Mechanical Production and manufacturing Engineering
Ain Shams University, Cairo, Egypt
Graduation project: balancing a production line with increasing the OEE at LEONI factory

SEPTEMBER 1998 – JUNE 2012

GENERAL SECONDARY EDUCATION CERTIFICATE
COLLEGE DE LA SALLE, CAIRO, EGYPT

Experience

JANUARY 2024 – PRESENT

Senior Projects Sales Engineer / Export Business Development

- Developing Export & OEM business opportunities across Europe & Africa
- Prospecting new OEM partners in Spain, Italy, and Portugal
- Supporting regional business expansion strategy
- Working closely with marketing, pricing, logistics, and production teams

DECEMBER 2020 – JANUARY 2024

Projects Sales Engineer
Duravit, Egypt

- Approached new customers and developed new project opportunities
- Presented and promoted sanitaryware solutions to consultants & developers
- Prepared competitive quotations for mega projects
- Built strong relationships with key consultants and contractors
- Followed up on project pipelines and closing opportunities
- Achieved consistent sales targets and business growth

APRIL 2020 – SEPTEMBER 2020

Projects Sales Engineer

ELECTRO FOR INTERNATIONAL TRADING

- Promoted lighting solutions for commercial and residential projects
- Developed new business opportunities
- Conducted market analysis and competitor tracking
- Prepared technical presentations and proposals

JUNE 2019 – APRIL 2020

Operation Engineer

INDUSTRIAL WORKSHOP OF THE EGYPTIAN ARMY

- Managed manufacturing operations and production planning while Monitored OEE and operational performance
- Designed production drawings and processes and Led manufacturing and production execution

JUNE 2018 – JUNE 2019

Line Leader Engineer

INDUSTRIAL WORKSHOP OF THE EGYPTIAN ARMY

- Led workshop production team while managing maintenance and repair operations
- Developed production schedules and ensured HSE and 5S implementation

Courses

Sales Management / American University in Cairo

DECEMBER 2023

Certificate of Achievement in Sales & Marketing / American University in Cairo

JULY 2023

Marketing & Sales Tools / Self-learning - Online Course

JUNE 2022

English For Engineering / American University in Cairo

NOVEMBER 2016

Communication skills and Creativity / Netherlands training center of human development

JULY 2014

Computer Skills

- MS Office Suite
- AutoCAD Software
- Solidworks
- Photoshop

Personal Skills

- Arabic: Mother's tongue
- English: very Good spoken and written
- French: very Good spoken & written

Activities

- Organized charity festival serving more than 10,000 with a team was around 1000 volunteers within 20 sections.
2017