

OMAR KESHK

Cairo , Egypt

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An ambitious and fast-learning Engineer, I offer exemplary insight and a keen understanding of leading-edge technology. With a reputation for exceptional commercial input across a diverse range of projects, I have acquired strong analytical skills and hands-on experience, particularly in participating in mega projects. Moreover, I possess extensive business development experience gained from working with one of top firms in the Middle East.

CAREER ASPIRATION

Seeking a challenging role in a professional setting that prioritizes clear strategy, performance benchmarks, and rigorous quality standards. I am eager to leverage my expertise in Business development, project management, business analysis, and process optimization to drive continuous improvement. My goal is to make a meaningful impact while growing and refining my skills in this environment.

WORK EXPERIENCE

◇ Senior Tendering & Business Development Manager at Green Valley Landscape (UAE)

Date: APR. 2024 – June 2026

- **Establish and maintain effective networks with industry stakeholders**, clients, and partners to foster relationships and collaboration.
- **Responsible for managing the entire tendering process, including cost estimation, preparing quotations, and submitting tenders**
- **Maintain relationships with existing clients**, ensuring their needs are met and operations run smoothly.
- **Conduct market research** and utilize platforms to generate leads in the market, identifying potential business opportunities.
- **Conduct presentations and attend meetings** to expand market relationships and explore new business opportunities.
- **Maintain relationships with real estate developers ,construction & consultancy firms** to secure additional opportunities and enhance business growth.

◇ Business Development Specialist at [Hassan Allam Holding](#) (Egypt)

Date: MAR. 2022– APR. 2024

- **Performed studies on new markets in the MENA region and East Africa** to identify opportunities for market entry, analyzing political and economic conditions and upcoming projects.
- **Maintained relationships** with consultants, governmental entities, and private sector stakeholders in the Egyptian market to gather market intelligence and secure new construction projects.
- **Trained participants** in the Talent Programme on the business development department's role, equipping them with skills to support future business growth.
- **Utilized intelligence platforms** like Global Data and BNC to generate reports on recent projects, stages, stakeholders, and potential sales leads.
- **Held meetings and deliver presentations** about the company to national and international clients, showcasing expertise and capabilities.
- **Collaborated with marketing team** to represent the company at major industry events, enhancing visibility and networking with key market players.
- **Prepared pipeline reports** on ongoing tenders and projects in the MENA and East African regions, ensuring management has updated information on business opportunities.
- **Performed regular reports on international loans** from major countries or financial institutions, identifying potential

construction projects funded by these loans to spot new business opportunities.

◇ **Cost Control Engineer at [Hassan Allam Holding \(Egypt\)](#)**

Project: Egyptian National Intelligence Crisis Management Building

Project budget : 110 million USD

Date: OCT.2020 – MAR.2022

- **Lead the implementation of a zero-based budget for the agile project** ensuring financial discipline and transparency across all phases.
- **Controlled all expenditures and financials** from a civil engineering perspective to ensure profitability and cost efficiency in project execution.
- **Applied and managed the ERP SAP system** to control the project budget, enhancing real-time tracking of expenditures and resource allocation.
- **Conducted training sessions** for project teams on the effective use of **the new ERP system**, ensuring seamless integration and application across all project functions.
- **Monitored and control stock levels** to prevent delays, ensure optimal resource availability, and maintain alignment with the project schedule.
- **Ensured project profitability** by analyzing cost performance and managing financial risks throughout various project phases.
- **Prepared and delivered monthly project forecast reports** to the headquarters, providing accurate updates on financial performance and potential risks.
- **Prepared and delivered detailed progress reports for senior management**

◇ **Area Sales Manager at [NCC X-CALIBUR \(Egypt\)](#)**

Date: JAN 2020 – OCT 2020

Responsible for sales of concrete chemicals admixtures Cairo - The New Administrative Capital

- **Managed sales** of construction chemicals in East Cairo, achieving sales targets and driving revenue growth.
- **Developed relationships** with clients, including contractors, architects, and distributors, to promote products and secure orders.
- **Provided technical support** and product demonstrations to clients, ensuring they understand product benefits and applications.
- **Conducted market research** to identify new business opportunities and stay informed about industry trends and competitors.
- **Prepared and present sales proposals** to clients, highlighting product features and benefits tailored to their needs..
- **Monitored customer feedback** and provide insights to improve product offerings and customer satisfaction.

◇ **Planning Engineer at [Al-Kharafi & Sons \(Kuwait\)](#).**

Project: Roads and infrastructure connecting Sabah Al Ahmad and Khiran New-Town Project

Project budget : 52 million KWD

Date: Mar 2018 – May 2019

- **preformed project schedules** using Primavera P6 to ensure timely completion of infrastructure projects.
- **Coordinated with project managers** and engineers to gather project requirements and timelines.
- **Monitored project progress**, identifying any delays or issues and proposing corrective actions.
- **Prepared regular reports** on project status, including progress updates and resource allocation.
- **Assist in budgeting** and cost estimation, ensuring that project financials align with planned schedules.

◇ **Site Engineer at [Al-Kharafi & Sons](#)(Egypt).**

Project: Roads and infrastructure of new cairo

Project budget : 12 million USD

Date: OCT 2017 – FEB 2018

- **Oversee daily site operations** ensuring construction activities are carried out according to plans and specifications.
- **Coordinate with subcontractors and laborers** to manage workflows and maintain project timelines.
- **Conduct regular site inspections** to monitor quality and compliance with safety standards and regulations.
- **Prepare and review technical drawings and specifications** to ensure accurate implementation on-site.
- **Assist in project scheduling and resource allocation** to optimize productivity and efficiency.
- **Maintain communication with project manager and stakeholders** to report on progress and address any issues.
- **Document site activities and maintain records** of construction progress and changes.

EDUCATION

Bachelor's degree-Faculty of Civil Engineering, German University in Cairo (GUC), Egypt 2012-2017

Major: General Civil Engineering and Construction Management

Bachelor project: Sustainable environmental green renewable energy from hydropower

Bachelor Project Grade: Excellent

Cumulative GPA: Good

Exchange student : 6TH semester

LANGUAGES

– Full proficiency: English and Arabic

– Limited proficiency: German

TECHNOLOGY

– SAP (ERP)

– Microsoft office

– Primavera P6

– Autocad

References available upon request