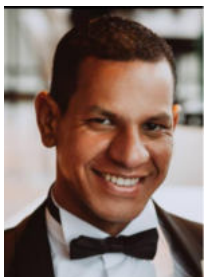


Hatem Hikal



Contact

Mobile : +973 388 74 834

E-mail :Hatem.Hikal@yahoo.com

Address

Al Juffair District, Manama, Kingdom of Bahrain

Personal Data

Date of birth 15th December 1989

Nationality: Egyptian

Marital status Married (No Kids)

Military status: exempted

Accommodation Kingdom of Bahrain

Work Experience

Doka, The formwork expert Co., Bahrain

Sales Engineer/Deputy branch manager

Full-time job

June 2018 Present

- ✓ Responsible for achieving branch sales target.
- ✓ Approaching new clients and performing Sales meetings.
- ✓ Preparing quotations and follow them up with clients to transform them into orders.
- ✓ Full responsibility for the Order: Negotiating the prices & terms and conditions, Finalizing the deals and prepare the delivery plan, Follow up the delivery process, submit the invoices, and collect the payment.
- ✓ Coordinating between the site, technical office, and the warehouse.
- ✓ Perform the local purchase for special items.

Doka, The formwork expert Co., Saudi Arabia

Project engineer & Sales Engineer (**Best Sales Engineer for 2017 & 2018**)

Full-time job

June 2013 – June 2018

- ✓ Calculating the quantities & prices for the formwork solution.
- ✓ Coordinating between the site, technical office, and the warehouse.
- ✓ Providing site technical support.
- ✓ Approaching new clients and performing Sales meetings.
- ✓ Preparing quotations and follow them up with clients to transform them into orders.
- ✓ Full responsibility for the Order: Negotiating the prices & terms and conditions, Finalizing the deals and prepare the delivery plan, Follow up the delivery process, submit the invoices, and collect the payment.

ORJ GROUP for trading and industry, Cairo

Business developer specialist

Full-time job

April 2012-May 2013

- ✓ Responsible for achieving the sales target.
- ✓ Conducting market researches to determine which products to focus on in our sales campaigns.
- ✓ Conducting online sales campaigns for international trading business and closing overseas sales deals.
- ✓ Study the trade regulations between countries to determine the targeted market segment.

El-Dawleya for trading and construction, Cairo**Full-time job****Structural and field engineer****Oct2011-March2012**

- ✓ Participated in constructing Steel structures inside and outside Cairo (In Luxor, Ismailia, Belbes, Badr city, 6th of October city).
- ✓ Design small projects of steel trusses using SAP.
- ✓ Workshop drawing for small steel projects using AutoCAD.
- ✓ Make excel sheets solving many design equations.

Education

- | | |
|-------------|--|
| 2011 | Bachelor of civil engineering in Ain-Shams university
(Structural department, Project: Structural analysis with Excellent grade) |
| 2011 | Training ECG "Engineering Consulting Group" |

Extracurricular activities

- | | |
|-------------|---|
| 2019 | Doka Sales product training
Scaffolding, plywood, Concremote, Framini, Safety product |
| 2018 | Doka - Feet on Street
Sales Training |
| 2014 | TK Leaders point group
Technical sales |
| 2014 | Doka Basic training
Engineering training |
| 2011 | ACES student activity at Ain-Shams university
Participant in workshops (How to change and lead the change) |
| 2010 | EYE "Engineering Yield Economy" student activity Ain-Shams university
HR member. |
| 2010 | SPE "Society of Petroleum Engineers" Student Chapter Cairo university
HR member in Recruitment and selection sector |
| 2009 | EYE
Participant "Marketing workshops". |
| 2009 | SPE
Participant "Advanced soft skills workshops". |
| 2009 | IDT "Industrial development team" student activity in Ain-Shams university |

Key Skills

Familiar with a vast array of languages, concepts and technologies, including:

Team working
Motivational spirit

AutoCAD
SAP

Windows
Office Word, Excel, power
point, and Outlook

Research skills
Learning Languages

Activities and Interests

Internet	Browsing and Optimum exploitation of Internet
hobbies	Travelling, horse riding, reading, Learning languages
Self-development	Attending Courses & workshops For example... Conversational English course, Russian language (Self learning Course) Human Resource management workshop, and soft skills lectures and workshops

Languages

Arabic (Native)

English (Very good)

Russian (Basics)

German (Basics)

****Please find the below pages for certificates****





Date: 21.11.2018
Ref.: 065-W-2018/TPH

Experience Certificate

To whomsoever it may concern,

This is to certify that Mr. Hatem Hikail, Egyptian national holder of Passport No. A07621771 and Saudi ID No. 2348215761 has worked with Advanced Formwork Co. Ltd from 01/10/2017 till 30 June 2018 as Sales Engineer.

As sales engineer, he has handled many clients and achieved sales tasks assigned to him.

We found his works to the satisfactory level during the period of his service with the company and wish him every success in his future endeavors.

Advanced Formwork Co. Ltd



Date: 21.11.2018
Ref.: 065-W-2018/TPH

Experience Certificate

To whomsoever it may concern,

This is to certify that Mr. Hatem Hikal, Egyptian national holder of Passport No. A07621771 and Saudi ID No. 2348215761 has worked with Doka Saudi Co. Ltd for Trading from 12 June 2013 till 30 September 2017

He worked in the position mentioned below during his service with the company

<u>Position</u>	<u>Period</u>
Project Engineer	12/06/2013 to 31/01/2016
Sales Engineer	01/02/2016 to 30/09/2017

He has got doka engineering basic training and became part of many projects designing and gained knowledge to handle doka standard formwork systems. In addition, he is a skilled sales engineer, handled many clients and achieved sales tasks assigned to him

We wish him every success in his future endeavors.

Doka Saudi Co. Ltd. for Trading.



JEDDAH BR. : P.O.Box 18882, Jeddah 21425 Tel.: +966 (12) 688 1006 Fax: +966 (12) 684 8825
RIYADH BR. : P.O.Box 325448, Riyadh 11371 Tel.: +966 (11) 479 1003 Fax: +966 (11) 477 5416
DAMMAM BR. : P.O.Box 60120, Dammam 31545 Tel.: +966 (13) 832 0606 Fax: +966 (13) 832 3193
Kingdom of Bahrain Sole Distributor: Omer Salemeen Bin Mahfoudh Est. - Tel.: +973 171 25 116 Fax: +973 175 35 116

قرع جدة ص ب ١٨٨٨٢ جدة ٢١٤٢٥ تليفون: +٩٦٦ (١٢) ٦٨٨ ١٠٠٦ فاكس: +٩٦٦ (١٢) ٦٨٤ ٨٨٢٥
قرع الرياض ص ب ٣٢٥٤٤٨ الرياض ١١٣٧١ تليفون: +٩٦٦ (١١) ٤٧٩ ١٠٠٣ فاكس: +٩٦٦ (١١) ٤٧٧ ٥٤١٦
قرع الدمام ص ب ٦٠١٢٠ الدمام ٣١٥٤٥ تليفون: +٩٦٦ (١٣) ٨٣٢ ٠٦٠٦ فاكس: +٩٦٦ (١٣) ٨٣٢ ٣١٩٣
الموزع الوحيد في مملكة البحرين: مؤسسة عمر سالمين بن محفوظ - ت: +٩٧٣ ١٧١ ٢٥ ١١٦ فاكس: +٩٧٣ ١٧٥ ٣٥ ١١٦

Website: www.doka-me.com



FACULTY OF
ENGINEERING

AIN SHAMS UNIVERSITY

CERTIFICATE

057812



This is to certify that / Hatem Mohamed Abdelkhalek Hikal.

Born in: Cairo National ID: 28912150105778 Nationality Egyptian

Had been awarded the: B.Sc. Degree

Department: Civil Engineering Section: Structures

Received in: June 2011 General Grade: Pass.

Cumulative Marks: 4678 out of: 7500 Percentage: 62.37%

Faculty Approval: 28/7/2011

University Approval : 22/8/2011

And the project: Distinction.

Date: 11/02/2016

Hind

Registrar

Aman

DEAN

Hatem





TRAINING CERTIFICATE

Hatem Hikal

has participated in the "DOKA SALES PRODUCT TRAINING"
held on April 29 – May 1, 2019 in Bahrain.

- **Scaffolding**
 - Product Overview - Overall Understanding
 - Assembly Guidelines (Practical Training)
 - Different Scaffolding Types & Competitors
 - Guidelines for Pricing
- **Plywood**
 - Background Information Plywood
 - Plywood Production, Quality and Features
 - Detailed Information about Plywood Production in China
 - Interactive Plywood Workshop with Sales Arguments
- **Concremote**
 - Concremote Introduction
 - Main Applications
 - Customer Benefits
 - Presenting to Customers
 - Dealing with Objections
- **Framini**
 - Product Overview & Added Values
 - Pricing Information & Templates
- **Safety Products**
 - Product Overview & Added Values
 - Pricing Overview & Competitor Study

Trainer:

Diogo Ezequiel

Scaffolding Manager Middle East & Africa

Martin Gottwald

Plywood Business Developer
Form-on

Wolfgang Berger

Head of Engineering Middle East & Africa

Mark Robertson

Business Development Manager
Concremote Middle East & Africa

Certificate

We hereby certify that

Mr.

Hatem Hikal

has successfully participated in our event

Technical Sales

We are awarding this certificate combined with
our best wishes for his future career.

Jeddah, June 30th 2014



Dr. Thorsten Knobbe
Partner/Head of Training

Certificate

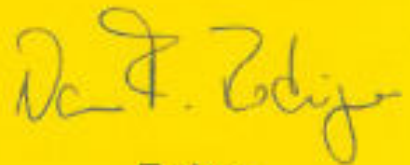
Hatem Hikal

حاتم هیکل

from Doka Saudi Arabia has participated successfully at a Local Basic Training in Jeddah (6.5-days Engineering Training).



Trainer
Thorsten Kirchweger



Trainer
Nuno Rodrigues

Jeddah, January 14th 2014

