



## **Moustafa Mohamed Moustafa Gamil**

Chemist, water Treatment specialist with over 15 years' experience in water desalination, industrial & wastewater Treatment., specialty chemicals for RO, Boiler & cooling Systems  
Mobile: +966540274955  
Email: gameilmus@gmail.com

### **OBJECTIVE**

Looking forward for an opportunity and challenging position in the Chemical or Water Treatment field. My long experience and educational background in the field of Chemical & Microbiological application will enable me to make a significant contribution to the Growth and development of your establishment.

### **Educational Qualifications:**

Bachelor's degree of Microbiology & Chemistry (2002-2006) Postgraduate  
Diploma of analytical biochemistry (2008)

### **Employment history**

**AHQ Group (Al-Jazira water Treatment chemicals). (Dammam – Eastern Province K.S.A)**  
**October 2021 – Present**  
**Area Sales/Service Manager.**

- Detailed technical and commercial preparation of solutions for Chemicals, water & wastewater treatment.
- Technical/commercial clarification and follow-up of proposals.
- Customer relationship (authorities, contractors, and consultants).
- Support of Project Management and Service Team.
- Collaboration with the local interfaces as well as the headquarters.
- Forecast and achieve sales target with specified gross margin contribution over and above plan with the Eastern & central Region.
- Find and develop new retail channels in the Eastern & central Region.
- Follow up quotations with technical support, commercial negotiations and persuade/convince the customer to place the order.
- Prepare to follow up reports and maintain a database.
- Forecast and report regularly on sales figures.
- Prepare reports, market updates customer visits, and suggest developing strategies to increase sales targets.
- Ensure profitability and growth of the Business in terms of cost control, resource utilization and meeting the target.
- Working closely with marketing, developing growth targets and appropriate activities.
- Ensure that all the Company policies and procedures for ISO are strictly followed and maintained.
- Identify risks throughout the sales lifecycle, analyze and ensure an effective response plan is implemented
- Manage Sales team for region to reach full capacity of business growth & customer Satisfaction.

**AHQ Group (Al-Jazira water Treatment chemicals). (Dammam – Eastern Province K.S.A)  
November 2017 – September 2021**

**Senior Sales/Service Engineer.**

**Duties & Responsibilities:**

- Responsibilities includes generating and qualifying leads, developing, and maintaining a customer database, planning and conducting marketing activities, making sales calls to new and existing customers including travel, and making presentations to potential new clients, developing sales proposals and present sales contracts, responsible for ensuring that there is a smooth installation of the product and customer satisfaction, including monitoring of client systems remotely. Very familiar with all aspects of water treatment as well as being familiar with common engineering drawings.
- Services company process treatment chemicals and related application systems at customer sites. Collect and analyze water/process samples from designated systems at site and relate the results of analysis to control parameters to evaluate system condition and performance. Installs and services chemical feed, water treatment equipment and corrosion coupons if required at designated locations Prepare and submit a detailed report on each visit and discuss the findings and status of the treatment program with site management.
- Specify in writing on the report the course of action to be taken. To ensure that adequate stocks of chemicals are maintained at site and that dosing and feeding equipment are performing satisfactorily.
- Check and report any irregularities related to the treatment program.
- Provide customer service and respond to customer inquiries/requests.
- Assist with product/equipment delivery outside normal scope when needed due to high volume activity.
- Designing of all parameters needed for water & wastewater treatment plant. Preparation of Design calculations and preparing techno commercial proposals for UF–RO, Softener, and Follow up of the status of job with other departments.
- Review of project requirements & client's specifications.
- Manage all laboratory operations, data management, regulatory reporting, customer complaint investigations, drinking water analysis, annual laboratory certifications, and quality control and assurance. Maintained MSDS and safety of the laboratory. Acted as a testing liaison to the operators and worked with other departments such as Wastewater in order to maintain and aid in compliance

## **Saad Group (Saad Specialist Hospital- Al-Khobar – Eastern Province K.S.A)**

January 2011 – November 2017

Water Treatment Manager

Duties & Responsibilities:

- Prepare operation plan (manpower, chemicals, spares, & consumption).
- Plant operation & monitoring the plant performance, quality & quantity according to AMMI Standards.
- Training staff for O&M works for RO desalination plants & highly purified water, provide support and coaching for the team for day to day activities.
- Represent the company in deals with clients, consultants & other authorities.
- Carrying out & following up chemical analysis and bacteriological analysis.
- Carrying out the tests and calibration for the lab. Meters as (pH, T.D.S., conductivity meters etc.
- Installation, startup & commission for new R.O.
- Disinfection systems for domestic water tanks Against Microorganisms Contamination. Prepare Monthly staff shifts schedule.
- Organize workflow and task schedules to maximize chemists and technicians work efficiency.
- Perform data audits to ensure accuracy of data and recordings.
- Manage new initiatives or special projects that impact entire plant quality parameters.
- Ensure that the laboratory is adequately equipped to perform the required analysis at the appropriate degree of accuracy repeatability and reproducibility.
- Assure the staff conducting quality tests is competent and proficient to performing the tasks.
- Manage the implementation of quality assurance systems and procedures throughout water treatment units; This includes the use of control charting and systematic monitoring and documentation of critical control point variability.
- Follow up on the implementation of all corrective actions.
- Prepare and execute the departmental budget for staffing, consumables and testing equipment.
- Ensure that an annual performance review is being conducted with all the team.
- Manage and follow up all the Quality and water Safety Requirements.
- Lead the corrective & preventive action plans according to microbiological samples Results.

## **PEPSI CO - AQUAFINA, TANTA PLANT- EYGPT**

Water Treatment Engineer "Quality Dept"

July 2008 – January 2011 Pepsi cola Egypt Tanta plant

### **Duties & Responsibilities:**

- Manage mixing salts and water treatment personnel and provides support and coaching for team on day-to-day activities.
- Manage Water Treatment Plant activities and personnel to ensure an acceptable and within specification flow of water to all plant systems.
- Ensure all quality standards and specification for mixing salts and treated water are met to target.
- Maintain current and legible records and ensures all batches and water treatment QC checks are performed and documented properly, including rinse water checks after CIP.
- Supervise cleaning and sanitizing solutions appropriate preparation in order to meet the required concentration.
- Ensure all water treatment equipment is properly cleaned and sanitized and all GMP standards are maintained and keep salts tanks clean and orderly, ensuring proper food safety precautions are taken and maintain highest possible housekeeping and MSS standards to prevent microbial contamination.
- Perform routine analytical daily testing in compliance with the predetermined sampling plan to ensure that finished product and rinsing water meets quality standards.
- Operate RO system and Ozone injection system.
- Make full sanitation to RO system, salts tanks, storage tank, production tank, rinse tank, carbon filter and sand filter (SOPs).
- Make chemical cleaning for RO system as required in Bottling water manual.
- Manage RO system, sand filters, carbon filters and UV unit overhauling in compliance with PI determined frequency & ensure safe operation in area of concern.
- Make reports for prediction malfunctions, current malfunctions.
- Change over of media, filters, UV lamps and RO membranes.
- Perform ownership area requirements (food safety, sustainability and personal safety).
- Analysis sample for raw water, treated water, finished product, and incoming raw materials.
- Use microbiological instrumentation such as laminar flow cabinet, micro samples filtration instrument, pH meter, autoclave, incubators, magnetic heaters, etc.
- Use packaging materials inspection instrumentation such as buret tester, secure seal tester, micrometer, boucles, etc.
- Perform packaging and raw materials SAP inspection.
- Perform instrument calibration and follow up on preventive maintenance.
- Maintain the micro data archives and Logging and tracking of microbiological samples.
- Document/review microbiological laboratory work using laboratory worksheets that is detailed, timely and in compliance with GLP requirements.

**Pharonia Pharmaceutical Company**

Medical sales representative Jan-2007 to Jun -2008.

- Responsible for selling and marketing of pharmaceutical drugs, health care products.
- Performs meetings with pharmacist, doctors & achieve sales target.
- Monitors the supply of drugs as well as inform doctors, pharmacist of the for theComing changes & introduces new products.

**Computer skills**

Windows application, Internet usage, MS office, oracle & sap.

**Personal Information**

Name	: Moustafa Mohamed Moustafa Gamil
Nationality	: Egyptian
Marital status	: Married
Religion	: Islam
Date of Birth	: 23/07/1985
Mobile	0540274955

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Reference upon your request