


# Joseph Sadek



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 <https://jvsadek.github.io/cv/>

## Summary

Master of Science in Turbomachinery and Aerospace Engineering, Marketing & Sales Professional Career, Machine Learning and Data Science Enthusiast.

## Experience



### **Sales Manager - Long Term Programs Industrial Applications**

Siemens Energy

Nov 2021 - Present (2 years 3 months)

- Maintain Customer Relationship during bidding phase in order to understand customer requests in bids and after project closure.
- Leading cross regional team for effective collaboration to achieve business targets.
- Negotiate Long Term Service Agreements (LTSA) contracts within approval process, and contract handover to implementing organization.
- Responsible to achieve assigned business targets for Long Term Programs, in the respective country or customer account.



### **Bid Project Manager - Long Term Programs (LTP) - Power Generation Services**

Siemens Energy

Mar 2016 - Nov 2021 (5 years 9 months)

Proactively lead proposal team (commercial, legal and technical) to secure new service opportunities successes with double digit million € / \$ order entry. Contribute in sales activities post bid phase in regards of contract negotiation and handover.



### **Simulation Engineer in Compressor Performance and Aeromechanics**

Siemens

Feb 2015 - Jul 2015 (6 months)

The master's thesis project aimed at investigating the influence of inter-row axial gap distance on a transonic compressor stage aerodynamic performance of a Siemens Gas Turbine (SGT-750).



### **Research Assistant**

KTH Royal Institute of Technology

Jun 2014 - Aug 2014 (3 months)

Conducted computational fluid dynamics (CFD) research to investigate unsteady flow interactions in a subsonic wind tunnel. Performed a parametric study in comparison with experimental data and compiled a scientific report with methodology and results.



### **Internship Trainee**

Orascom Construction PLC

Jul 2012 - Sep 2012 (3 months)



### **Internship Trainee**

GB Corp

Jan 2012 - Feb 2012 (2 months)

## **Education**



### **KTH Royal Institute of Technology**

Master's Degree, Turbomachinery Aeromechanical Design and Aerospace Engineering (THRUST)

2013 - 2014

The joint Master's programme in Turbomachinery Aeromechanical University Training (THRUST) is a cooperation between KTH, Duke University, Aristotle University of Thessaloniki and Université de Liège. The programme offers education of high international standard as well as cultural experience from at least two different countries and a double degree from two universities.



### **University of Liège**

Master's Degree, Turbomachinery Aeromechanical Design and Aerospace Engineering (THRUST)

2014 - 2015

Liège, Belgium.



### **The American University in Cairo**

Bachelor of Applied Science (B.A.Sc.), Mechanical Engineering

2008 - 2013

Cairo, Egypt.



### **Drexel University**

International Exchange Program, Mechanical Engineering

2011 - 2011

Philadelphia, PA

## **Licenses & Certifications**



### **Machine Learning - Coursera**

TSZSRDX8BF93



### **Cybersecurity Challenge HomeOffice - Siemens Energy**



### **Customer First - Siemens Energy**



## **The Data Scientist's Toolbox - Coursera**

UAGVWSREFGSL



## **AI Fluent - Workera**

L1VQKKRU

## **Skills**

Marketing Strategy • Data Analysis • Contract Negotiation • Research • Engineering • Analysis • Machine Learning • Deep Learning • Anaconda • Tableau

## **Honors & Awards**



### **Erasmus Mundus Scholarship in Turbomachinery Aeromechanics University Training (THRUST). - European Commission.**

2013

Under ENPI south category, the grant mounts up to €48,000 including tuition fees, travel costs, and living allowance for the two years master program. The THRUST master program is a collaboration between the Royal Institute of Technology in Sweden, Duke University in the US, Aristotle University of Thessaloniki in Greece and Université de Liège in Belgium.

<http://www.explorethrust.eu/>



### **Academic Honor in Mechanical Engineering. - The Mechanical Engineering Department at the American University in Cairo.**

2012



### **Egypt's Leaders for Education and Development (LEAD) Scholarship. - U.S Agency for International Development (USAID).**

2008

The LEAD scholarship is a competitive program for educational and leadership development at the American University in Cairo. A total grant of approximately \$27,000 is given per student, for 5 years of studies including tuition and living allowances.

<http://www.aucegypt.edu/studentlife/LEAD/Pages/Home.aspx>