Mahmoud Mohamed Saleh

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OBJECTIVE

Technical professional with 7+ years mastering the complete product lifecycle: from Electronics Design and Software Development, through SMT Manufacturing at Samsung Electronics, to Presales Engineering for Low Current System Solutions across the Middle East .As Presale Manager, I supervise the design of comprehensive Low Current System solutions including: ICT Infrastructure, IP-CCTV, Audio Visual, Access Control, Lighting Control, Fire Alarm Systems, Public Address, Nurse Call, PRMS, GRMS, BMS, and Parking Guidance Systems. I bring a rare end-to-end perspective, understanding how products are designed, manufactured, and sold. This enables me to deliver tailored solutions that align technical excellence with business value, driving successful project outcomes and lasting client partnerships.

EDUCATION

- **September,2013 – may,2018**
  B.Sc. of Electrical Engineering, Electronics and Communication Engineering Department (ECE). Ain Shams University, Cairo, Egypt
  - Overall GPA: Very Good
  - Graduation Project: IOT wireless Monitoring and Actuation Platform of Aquaculture (electronics circuit and embedded system design)
- **September,2010 – may,2013**
  General certificate of secondary Education, Maghagha Secondary school, Menia, Egypt

EXPERIENCE

- *Presale Manager Low Current Systems, Eshraq Al-Jazeera Technology Co. Mar 2025– Now*

  Key Responsibilities & Achievements:

  - Lead design, pricing, and technical strategy for large-scale Infrastructure Networking projects
  - Oversee preparation of detailed engineering drawings and technical specifications
  - Direct and mentor a team of supervisors and technicians
  - Provide technical support to Implementation Teams and Project Managers across all supervised systems
  - Guide Sales Team with project details and vendor recommendations through client visits to close deals with best margin
  - Support Procurement Team to understand purchase orders and secure best vendor pricing through supplier negotiations
  - Developed a software tool to minimize Passive and Fiber Solution design time, enabling the team to create BOQs within 5 minutes
  - Developed an IP-CCTV software tool to select suitable cameras and vendors based on client specs, vendor list, and target price
  - Developed a web-based CRM for project registration from Lead to Closed (Won/Lost) with feedback tracking and show in charts the Sales Team Performance analytics
  - Developed a web-based Presales Management System integrated with CRM featuring: Complete RFQ lifecycle tracking (Design, Pricing, Technical Submittal stages), Sales/Client/Vendor communication logs, and comprehensive Presales Performance analytics including RFQ Performance by Quarter (Received vs Submitted), Deadline Performance by Engineer, Individual Engineer Performance metrics, and Annual Presales Leaderboard (Rank, Quotations Submitted/Won, Win Rate, Won Value in SAR, Average Margin)

- Developed a web-based SRM (Supplier Relationship Management) system linked with Presales Management and CRM to manage Vendors and Distributors, display supplier quotations in vendor profiles, and integrate with Procurement to show POs in Supplier/Vendor profiles

➤ *Presale Engineer Low Current Systems, Eshraq Al-Jazeera Technology Co. June 2024-Mar 2024*

To Provide Solution, designing, pricing and Installation, Troubleshooting, and Configuration of Infrastructure Networking and All Light Current System End to End Projects for Low Current Systems (ICT, IP-CCTV, Access Control, Parking Guidance System, IPTV, SMATV, Clock System, Public Address)

Key Responsibilities & Achievements:

- Provide Solution, designing, pricing for Infrastructure Networking projects.
- Prepares and assists with the efficient and effective design of Communication and Security Systems, prepares drawings.
- Responsible for the coordination between all disciplines
- Train sales teams on the technical aspects of products or services, enabling them to effectively communicate benefits to customers.
- Provide pre-sales technical support, answering customer inquiries, and addressing concerns about product functionality and compatibility
- Technical Support For implementation of the Low current Systems to avoid and resolve any occurring problems

➤ *Team Leader Technical and pre-sale Engineer Low Current System, UNITED SMART BUILDING Co. Mar 2024– Aug 2024*

To Provide Solution, designing, pricing and Installation, Troubleshooting, and Configuration of Infrastructure Networking and All Light Current System End to End Projects.

Key Responsibilities & Achievements:

- Implements specific Communication and Security Systems in accordance with the work program of the project, or as requested within his department.
- Prepares and assists with the efficient and effective design of Communication and Security Systems, prepares drawings, contract documents, etc.
- Responsible for the coordination between all disciplines
- Diagnosing Systems Failures, Breakdown Problems, and Plan Professional Solutions
- Handle and lead a team of supervisors and technicians
- Provide the proper implementation of the Low current Systems to avoid and resolve any occurring problems
- Provide the appropriate installation, maintenance, and monitoring of systems

➤ *pre-sale Engineer Low Current System, UNITED SMART BUILDING Co. Jan 2024– Mar 2024*

To Provide Solution, designing and pricing of Infrastructure Networking (Data, IP Telephone, UPS, CCTV, Access Control, Public Address, Audio-Video (Video wall-interactive screen-digital signage) and Fire Alarm System, etc.)

Key Responsibilities & Achievements:
- Develop an in-depth understanding of the company's products or services and stay up-to-date with industry trends and technologies
- Engage with potential clients to assess their technical requirements and business challenges
- Create and deliver compelling technical presentations, demonstrations, and proposals that showcase the value of the company's offerings.
- Collaborate with the product development team to tailor solutions to meet specific customer needs, ensuring alignment with technical capabilities
- Provide pre-sales technical support, answering customer inquiries, and addressing concerns about product functionality and compatibility.
- Train sales teams on the technical aspects of products or services, enabling them to effectively communicate benefits to customers.

- Collaborate with customers to design and execute PoCs to validate the effectiveness of proposed solutions.
- Prepare and maintain technical documentation, including proposals, case studies, and technical specifications.
- stay informed about competitors' offerings and market trends to effectively position the company's products or services.

➢ *SMT Maintenance and Innovation (Software/Hardware) Engineer Samsung Electronics. DEC 2021– DEC 2023*

Key Responsibilities & Achievements:

- Develop desktop application using Python to serve machine and it's spare Part management.
- Develop Embedded Applications using C++ And Python to test Mall, chine Supply Parts After PM.
- Mange PM Activities (Electrical and Mechanical)
- [Administrative support] Perform expense, attendance and other general administrative tasks and help create administrative output with cooperating department.
- [cost reduction] Support classifying cost reduction items and help identify and improve the related issue of each component
- [Asset and consumables management] Perform to calibrate equipment, provide consumable supplies, and support activities for production improvement.
- [Promotion of self-management activities] participate actively in QC (quality control) circle and proposal for improvement plans and support PRO (Process, Rule, Ownership) -3M (My machine, My area, My job) activity
- [Application of new products and change management] Understand the characteristics of the manufacturing site and support early adaptation by checking all items required when mass production of new products is required, or other changes occur.

➢ *SMT Factory Manager, WARM LIGHT ELECTRONICS.OCT 2021– DEC 2021*

Key Responsibilities & Achievements:

- Use data from Quality and Designer to improve manufacturing processes and tools
- Build a culture of stopping to fix problems, creating a continuous flow, and building in quality to our process
- Meet internal customer board demand with exceptional timing and quality
- Drive reductions in setup times, cycle times, and process improvement
- Preparing production reports and submitting them to key decision-makers
- Motivating factory workers to continually achieve factory targets

➢ *SMT Production Engineer, WARM LIGHT ELECTRONICS.APRIL 2021 – OCT 2021*

Key Responsibilities & Achievements:
- Responsible for achieving 100% of the production plane allocated for each line while following predetermined Quality and safety standard.
- Monitoring waste rates, production scrap analyzing root causes and suggestion means to reduce waste.
- Reviews and monitor Production reports and papers Productivity analysis accordingly

➢ *PCB Quality Engineer, WARM LIGHT ELECTRONICS. AUGUST,2020– APRIL,2021*

Key Responsibilities & Achievements:
- Develop and test the manufacture of electronics equipment
- Test, troubleshoot, and isolate multifunction equipment
- Read schematics and make modification if it needs.
- Design electronic circuit to facilitate testing equipment
- Develop electronic principles and technology

Featured Projects:

- As a Presale Engineer in Saudi Aribia
  - King Faisal museum
  - King Faisal Schools
  - King Faisal Office
  - Royal Commission Schools
  - Qalam Schools
  - Imtiaz Schools
  - Premium Private Schools
  - King Sultan University
  - King Saud University
  - Alahmadi Hospital
  - Suliman Alhabib Hospital
  - Suliman Alhabib Medical Center
  - King Faisal Specialist Hospital
  - Hayat Hotel
  - Sheraton Hotel
  - Soho Square
  - Boudle Hotel
  - Novotel Hotel
  - Asser Water Treatment Project

TECHNICAL SKILLS INFORMATION:

- **CCNA knowledge**

- **HCIA knowledge**

- **HCSA knowledge**

- **HCSP Knowledge**

- **IP-Video System Design Tool**

- **Light Current System Diploma**

- **Data Engineering Essential Course**
  - Postgress SQL
  - Python For Data Engineering
- **Programming Language**
  - C
    - Embedded C
  - C++
  - Python
    - Tkinter (Desktop App)
    - Django (Web App)
    - Flask (Web App)
    - Raspberry Pi3 Control with Python
    - Arduino Control with Python
- **Embedded system Diploma,** Amit learning, Cairo, Egypt
- **Communication Protocol (UART- SPI-I2C)** Good Knowledge and experience.
- **Discrete Analog Circuit Design**
  - ORCADE(Cadence)
  - Proteus

LANGUAGE SKILLS:

- Arabic   (mother language).
- English   very good