

ESSAM HAMDY MOHAMED

Mokatum – Cairo – Egypt --- Mob.: +2 01228599923
Date of Birth: Aug.1982

Nationality: Egyptian. --- Marital Status: Married.

Military status: Completed

EDUCATION

B.Sc. in Engineering (1999 – 2004)

Cairo University

Telecommunication & Electronics Department.

Post Graduate Diploma (2006 - 2008)

National Telecommunication Institute

Mobile and Satellite Communication.

Project subject: Planning and design of WI-MAX network using SUI Radio propagation model.

Certifications

FIDIC Module 1 & FIDIC Module 3 (dispute adjudication board).2023

AWS IOT fleet management. 2023

AWS IOT predictive maintenance. 2023

AWS industrial IOT. 2023

DHSP - Intelligent building system. 2023

Smart cities & AI (artificial intelligence) (2023).

Designing electrical works according to Egyptian and international codes (2023)

Dahua - traffic management. 2022

CCNA Cisco Certified Network Associate – 2007.

Ericsson SDH – 2009.

ACMA (Aruba certified mobility associate) – 2012.

ACMP (Aruba certified mobility associate) – 2015.

HP sales certificate – 2016.

BOSCH certified (IP camera – IVA – BVMS) – 2016.

Milestone professional & certified design engineer (MCDE) 2018.

VIVOTEK (2019)

LG video wall, indoor & outdoor LED level 3, digital signage.

Self-study courses

- IPVM.	- Radio mobile.
- HCIA-IOT v2.5 course.	- Pathloss.
- Watch guard/ Motorola	- LENSEC.
- Business developing (linkedin learning)	- Huawei cloud basics.
- IOT fundamentals (linkedin learning)	- Huawei artificial intelligence basics

EXPERIENCE

(Jan. 2021 till now)

Head of presales unit

GET GROUP

<https://www.getgroup.com/>



- Attend customer meetings & perform presentations.
- Cooperation with sales team to achieve company sales target.
- Solution consultant, building relation with vendors and suppliers for video solutions (IP surveillance – video management system - video analytics – face recognition – LPR – thermal cameras), digital signage solution, commercial switches & industrial switches.
- Smart cities solutions.
- Business development for GET software products:
 - o GET queuing management software.
 - o GET community ID software for access control.
 - o GET visitor management.
 - o GET ticketing APP/Portal.
 - o Document tracking.
- Prepare technical & financial offer for mega projects.

B2B Solutions - Information display

(May. 2019 till Dec. 2020)



LG Electronics Egypt

<https://www.lg.com/global/business/information-display>

- Business development for LG information display products activities with integrators, consultants, end users and contractors.
- Attend customer meetings & perform presentations.
- Create new accounts and new leads.
- Promote and sell LG information display business to business solutions:
 - o Digital signage solution [outdoor & indoor] with SuperSign content management software.
 - o Indoor & outdoor LED screens & video walls.
 - o Transparent OLED & transparent film.
 - o Interactive digital board/touch screens.
- Prepare technical & financial offers.

(NOV. 2015 – APR. 2019)

Presales manager

GET GROUP

<http://www.getgroup.com/>



- Law enforcement video system, camera in-car with police body cam [Watch guard].
- Video management system, face recognition, video analytics, ANPR / LPR, under vehicle, thermal cameras, indoor switches & industrial switches
- Prepare SOC, SOW, OOS, BOM & prerequisites.
- High Level Designs and System Architecture design.
- Prepare costing sheet, contact vendors and suppliers.
- Customer meetings & presentations.

Sample of achieved projects:

- Prisons & police directorates. [BOSCH IP cameras & Milestone]
- Police ambushes (132 police check points). [BOSCH + video analytics]
- Police buildings (about 22 police site). [BOSCH + video analytics]
- High dam. [BOSCH IP cam + Thermal cam + LPR & BVMS]
- In vehicle camera with police body cam (900 police car). [WatchGuard /Motorola]

(August 2007 – OCT. 2015)

Senior presales engineer

SUMMIT technology solutions

ORASCOM& SUMITOMO joint venture

<https://www.summit-mea.com/about-us/history-milestones>



- Preparing technical offers with optimum and winning solution, statement of compliance, solution description, and diagrams using VISIO, AUTOCAD, datasheets & financial offer.
- Integrated solution design
- Customer meetings & technical presentations.
- Perform site survey.
- Surveillance system design (PELCO & SAMSUNG).

(April 2005 – August 2008)

Reserved officer

Served Army in Military service as reserved officer.

Soft skills training

Negotiation skills.

Presentation skills.

Strategic planning.