

Curriculum Vitae

Name: **Kamil Said Fayad**
Nationality: Lebanese
D.O.B: 20-01-1966
Marital status: Married
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Professional Experience

- **Western Bainoona Group. Abu Dhabi. U.A.E**

(October 2019 – Present)

Business Development Engineer

- Responsible for overall quality of service.
- Personally, visit potential, new and existing customers to facilitate new business.
- Try to see the potential projects by government bodies.
- Checking out/following up the tender's invitations from different clients and coordinating with Estimation Manager for submitting tenders.
- Involved in all aspects of Business Development of the company.
- Responsible for Registration, Prequalification, Classification process.

- **Saif Bin Darwish. Abu Dhabi, U.A.E**

(February 2013 – September 2019)

Senior Business Development Engineer

- Conduct marketing calls to book meetings with potential clients.
- Maintained a high profile in the professional and business communities.
- Skilled in negotiating contracts with others.
- Pursued long-term account strategy that maximized profits and assisted in cultivating long-term relationships with the appropriate decision makers.
- Involved in the tenders from the initial stage till the award of the tenders:
 - Checking out/following up the tender's invitations from different clients and attending site visits and coordinating with Estimation Manager for submitting tenders.

- **Mazen Sayyed Office. Beirut, Lebanon**

(July 2010-September 2012)

Assistant Resident Engineer

Verdun Heights Residential Development Project- including: Cast in place, Post tension structural concrete. Hollow core slab, 300mm thick helically ramp. The building has a large set back from the street creating a spacious open-air garden, Verdun Heights consists of two adjacent blocks, rising 18 floors High and including the following choice of apartments along with their supplements:

1. Apartments with areas 268m-312m-369m
2. Penthouses with private terraces
3. Underground parking

4. Three elevators including 1 service elevator for each block
 5. 3.12m ceiling height and large enclosed balconies
 6. 11m wide living area overlooking a spacious green area
- **United Motors Heavy Equipment co. (L.L.C). Dubai, U.A.E.**

(January 2007-March 2010)

Senior Sales Engineer-Equipment Division

Presenting Asphalt mixing plant, Concrete batching plant, Crushing plant, in the territory of U.A.E, Kingdom of Saudi Arabia, Qatar, Bahrain, Iran, Iraq & Yemen. Filing, Quoting, Negotiation, and making contacts.

- **Magnetic Technologies LLC. Dubai, U.A.E**

(April 1995 –September 2006)

Project Engineer (Reporting to Russian Professor UORI TKACHENCO)

1. Performing duties regularly with serious commitment to different jobs assigned to me. Liaising with different Governmental and Municipality Engineers with Consulting Firms. After four years of service, I was promoted as Senior Engineer. I supervised different sited projects villas to individual Housing Complex.
2. Presenting latest magnetic technologies on the market, carrying out technical experience to achieve cement economy without any loss in concrete firmness, increasing concrete mixture plasticity without the use of costly and dangerous for human health chemicals (plasticizers) and increase cement stability in aggressive media like in the Gulf. The devices for water quality improvement are fixed on hundreds of Villas.
3. The magnetic system of industrial applications is installed by me in many companies, including such large ones as National Cement Company (PSC),

Union Paper Mills, Dubai Aluminum Company Limited. Al Ghurair Centre, Alawir Sewage Treatment Plant, OSC, Trimix, Jabal Ali Free Zone Sewage Treatment Plant, SH. Ahmed Bin Hamed Al Naimi Palas, Desert Spring Nursery, National Polystyrene packaging factory, Al Wasmi pure drinking water Co. SH. Abdulla Qassimi Lagoon, Environment and Protected Areas Authority (Government of Sharjah), GAZTEC (Marine Factory), ADNOC(Ruwais Housing Division), H.H.Dr. Sheikh Sultan Bin Khalifa Bin Zayed Al Nahyan Palas, AL Khazna Poultry Farm, Open Beach(Dubai

Municipality),Gulf confectionery& Biscuit Co .,Al Diar Siji Hotel(Fujairah), CHINAMEX MART. Zenin Sewage Treatment Plant(Egypt).

4. Magnetic devices for agriculture are used for irrigation hundred thousand hectares.
5. Magnetic devices ecological systems with success were used for clearing lagoons in Oman, United Arab Emirates & Saudi Arabia
6. Demonstrating in exhibitions and conferences, business correspondence, filing, quoting, computer data entry.

- **Al Door Contracting Est. Umm Al Qaiwain, U.A.E.**

June 1993 – April 1995

Project Manager

Comprehensive Urban project planning, construction supervision and liaising with consultants and municipal authorities.

- **Aswar Engineering & General Contracting Co. Abu Dhabi, U.A.E.**

July 1992 – May 1993

Site Engineer

Duct laying, building of joint boxes and manholes and laying of direct buried cables, boundary walls and extension buildings.

- **Wehbe Consultants, Beirut, Lebanon**

August 1991 – June 1992

Assistant Resident Engineer

Loloua Residential-a Multi-story Building complex

Educational Qualifications

- Master of Science in Civil Engineering-With Distinction
Patrice Lumumba University. Moscow, U.S.S.R. 1985 – 1991.
- Diploma in Teaching Russian language to non-native speaker
Civil Engineering Institute Makeyevka, U.S.S.R, 1985 – 1991.
- Diploma in Translation Russian Language to Arabic
Civil Engineering Institute Makeyevka, U.S.S.R, 1985 – 1991.
- One-year course in Interior Decoration, Fine Arts College, University of Damascus, Syria, 1984 – 1985
- **Holds a Golden Resident Permit from General Directorate of Residency and Foreigners Affairs for 10 Years in U.A.E.**
- **Approval by Dubai and Abu Dhabi Municipalities. Engineer registration license from Department of Urban Planning and Municipalities.**
- **Certificate of Completion the PMP Exam Preparation Course from MPM 2080 on 23 JULY 2020.**
- **Author of Book “The Magnetic Techniques between Dream and Science” 2015.**
- **Certificate of Completion Auto CAD Course from Syndicate of Engineers in Lebanon.**

Language Proficiency

Arabic: Native command

Russian: Fluent

English: Very Good

Interests

Reading, Arts, and sports.

References available upon request.