



**AMGAD SAMI ZIDAN**  
**DUBAI**

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## **OBJECTIVE**

To obtain a challenging position in a reputable company where I can effectively contribute my skills and knowledge in the ELV, Security systems and Sales Account Management field. I seek to leverage my technical expertise, client relationship experience, and hands-on project exposure to drive business success while continuing to grow both personally and professionally.

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## **EXPERIENCE**

### **ELV Sales Account Manager**

**Hedges Information Technology LLC, Dubai -**

**June/2023 –Present**

#### **Job Description**

- Develop and manage client relationships to generate new leads and expand business opportunities within the ELV (Extra Low Voltage) sector.
- Handle and generate inquiries and new projects from existing company accounts, ensuring consistent business growth.
- Identify and visit prospective clients in sectors such as Developer, Contracting, MEP, Facilities Management, and Real Estate for fresh projects, equipment replacement, and Annual Maintenance Contracts (AMC).
- Monitor and follow up on billing, payments, and collections to ensure timely financial transactions.
- Coordinate with internal staff and technical teams for project planning and execution, maintaining alignment with both client and management expectations.
- Supervise ELV technical projects, including conducting site surveys, identifying issues, and providing on-site problem resolution.
- Oversee the installation, configuration, testing, commissioning, and maintenance of various ELV systems.
- Set up and support systems including:
  - Structured cabling, CCTV, SMATV, Intercom, Public Address (PA) systems
  - Automated barriers, sliding, and swing gates, Active Component and Automation.
- Conduct site inspections, provide estimation and design services, and propose tailored solutions based on client needs.
- Proficient in MS Office applications, especially Microsoft Excel, for documentation, analysis, and reporting.
- Skilled in using social media platforms for marketing and advertising campaign

## **ELV Sales Account Manager**

**Gulf Gas Pipelines Installation & Supply Company LLC Dubai, UAE**

**Aug/2022 – May/2023**

### **Job Description**

- Identify and generate new business leads by engaging directly with clients and customers in the ELV sector.
- Visit and approach new clients across sectors such as Contracting, MEP, Facilities Management (FM), and Real Estate for opportunities related to new installations, replacements, and Annual Maintenance Contracts (AMC).
- Follow up on client referrals and project leads received from internal departments, including Fire Fighting (FF) and Gas divisions.
- Coordinate closely with internal staff, technical teams, and management for planning and execution of ELV projects, ensuring alignment with client requirements.
- Supervise ELV projects from site surveys to resolution of on-site technical issues, ensuring smooth and timely project delivery.
- Confidently manage the installation, configuration, testing, commissioning, and maintenance of ELV systems.
- Skilled in setting up a wide range of ELV solutions, including:
  - Structured Cabling
  - CCTV Systems
  - SMATV
  - Access Control Systems
  - Wi-Fi Networks
  - Intercom Systems
  - Public Address (PA) Systems
  - Barriers, Sliding, and Swing Gates
- Conduct detailed site inspections, prepare estimates, and design suitable technical solutions for client requirements.

## **ELV Senior Sales Engineer**

**Master Technovision LLC- Dubai**

**Jun/2019 – July 2022**

### **Job Description**

- Working as ELV Sales & Business Development Engineer
- Generate new Leads with Customer and direct client for cash payment
- Working experience in all aspects of Coordinating with staff & technical team, planning with Our Management as well client.
- Proficient in ELV technical project supervision, site survey & solve all problems on site
- Knowledge and experienced and confident in carrying out installation's configuration, testing, commissioning, maintenance.
- Setting up of ELV systems as, structural cabling, CCTV, SMATV, Access Control system, WIFI, Intercom system, PA system and Barrier, sliding and Swing Gate
- Able to carry out site inspections and estimation design and proposing appropriate solution
- And deriving BOQs on the basis of site Drawings
- Able to get quotations for all Systems with reference data for all Systems
- Proficient in the practical use of MSOffice application especially MS Excel comprising of its
- Proficient using social media for marketing for all ad platforms.

## **ELV Project & Sales Engineer At**

**Capri link Technology Part of Al Dhahiri Capital Investment- Dubai**

**11/2017 – 5/2019**

### **Job Description**

- Working as ELV Coordinator with Capri link technology.
- Develop and deliver high-quality product presentations targeting technical audiences.
- Outside of assigned accounts, Progress sales teams (product sales, renewal sales, services sales), Progress customer order management, and directly from customers.
- Working experience in all aspects of Coordinating with staff & technical team, planning with Our Management as well client.
- Proficient in ELV technical support& project supervision, site survey & find out solution for any hard situation on site.
- Knowledge and experienced and confident in carrying out installation's configuration, testing, commissioning, maintenance.
- Setting up of ELV systems as, structural cabling, CCTV, Access Control system, A.P WIFI, Intercom system, PA system.
- Able to carry out site inspections and estimation design and proposing appropriate solution and deriving BOQs on the basis of site drawings and RFP/tender documents.

## **Telecom Projects Engineer At**

**Telecom department at Cell net international Company- Egypt**

**07/2013 - 10/2017**

### **Job Description**

- Experience at Cell net International Company a Subcontractor for Etisalat Egypt, Huawei
- Project Telecom engineer in cell net-international Company.
- Verification of new sites Rollout (2G GSM, 3G UMTS, 4G LTE, U900 and Transmission).
- New site installation (links, antennas, feeders).
- Installation & alignment (RTN 620,950 and 980).
- Expansion 3G Six sector, fourth sector and new 3G.
- Expansion project (add Huawei cabinet 3900, 3012).
- Swap 2G project LTE (live service).
- Solving Site alarms (Vswr, radio link prompt, smoke, door, temp...e t c.).
- Site inspection have a good knowledge of site quality (RF, Telecom and civil),

## **EDUCATION:**

**Bachelor's degree in computer science and information technology J u l y - 2013**

**Graduation project: Very Good**

## **COMPUTER SKILLS:**

- Professional User of Computer.
- Microsoft Office (Excel, Word, and Outlook etc.....).
- Professional User of AutoCAD.
- Internet and Network Skills.
- Path loss Software for Design link.
- WEB LCT for Microwave link Access (Transmission SCC &CSH CONTROL BORD).
- BTSM 3012&BTSM 3900 Software for Access Cabinet For 2G Access (GTMU).
- Local Maintenance Terminal Software for 3G Access (WMPT&UMPT).
- WEP Local Maintenance Terminal Software for LTE 4G Access (UMPT4).

## **TRAINING:**

- Passed Successfully ICDL (International Computer Driving License),
- Passed Successfully English Course in Language Conversation.
- Passed Successfully Course for High Telecom Technology in Egypt Telecom
- Passed Successfully LOW Current (ELV) Systems, (CCTV, Access point, Access control, Public Address, Telecom Data & W L A N System).
- Passed successfully Course (CCNA).
- Passed successfully Course (Safety).  
(Risk Assessment, Electrical safety, first Aid, fire Fighting).

## **SKILLS**

- High Energy level is provided while working in the field.
- Problem solver with high ability to create solutions and minimize waste time.
- High planning and supervision abilities.
- High ability to work under pressure.
- High safety awareness with ability to provide effective effort in the same time.
- Ability to work in a group or individually according to the job requirements.
- Interactive and fast enough to learn new technologies and sciences.
- Advanced Research Abilities.
- Highly Communications Skills. Hard worker.

## **PERSONAL DATA**

Date of birth: 4<sup>th</sup> September 1989.

Nationality: Egyptian.

Driving License: UAE & Egypt.

Language: English, Arabic.