

# MERNA MAKRAM

# ELECTRICAL ENGINEER

Exceptionally creative and resourceful Electrical Engineer. Able to handle multiple projects simultaneously with high professionalism and accuracy with additional expertise in Sales Management.



## Personal data

▪ <b>Date of birth:</b> 22-07-1995	▪ <b>Marital status:</b> Single	▪ <b>Nationality:</b> Egyptian
▪ <b>Place of birth:</b> Zayton - Cairo, Egypt	▪ <b>Mobile:</b> +201277400308	▪ <b>email:</b> <a href="mailto:merna.makram@gmail.com">merna.makram@gmail.com</a>

## Working Experience

### • From Sep. 2019 to April 2020:

Working as **Technical Sales Engineer**

At **KIMANS Inc.**

Kimans Inc. is a leading solutions provider of measurement and control instrumentation. Its product portfolio provides measurement solutions for various sectors including, but not limited to, oil & gas, power generation, HVAC, water and waste water industries.

### Responsibilities:

- Manage sales and marketing of products that KIMANS Inc. Agents for (KEM Küppers, Badger Meter, Micronics Ltd., Greyline Inc., Ultra flux, Emko Meter, ZP Meter, Euromag, DIEHL Metering, GHM Group, Apator and Fluidwell, etc.)
- Performing products selection such as (Gear Flow Meters, Turbine Flow Meters, Coriolis Flow meters, Vortex meters, Nutating disc meters, Variable area flow meters, Hydraulic testers, clamp-on Ultrasonic flow meters, Ultrasonic level transmitters, open channel flow meters, Ultrasonic heat meter (BTU), Electromagnetic flow meters, Mechanical water meters, Pressure sensors, temperature sensors and displays) based on application information from customer.
- Make recommendations and suggestions for new products, service markets and process improvements.
- Clarifying any technical queries needed from customer and vendor.
- Work with the CRM system, identify sales opportunities and develop customer relationship
- Assisting the sales teams in UAE and Egypt with pricing-sheets.
- Manage the quotation process with the Sales Support staff and Sales Representative.
- Update and follow up with quotations sent.

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• **From Sep. 2018 to Aug. 2019 :**

Working as **Electrical Engineer**

At El-Fahd Electrical Engineering

**Responsibilities:**

- Review Technical Engineering drawing, tender documents & BOQ.
- Ensuring the engineering design of the allocated work to meet project requirement.
- Using AutoCAD (2D) to design lighting system, sockets and light current systems (Fire Alarm, CCTV, Telephone & Data).
- Work on Projects:
  - Sewage Treatment Station, New Heliopolis.
  - Tax Authority Building, Shubra.
  - Tax Authority Building, Mansoura.

**Education**



➤ Bachelor's degree of Electrical Engineering, Power Engineering Division, HELWAN University, 2018.

- Major: Electrical Power & Machines
- Grade: Good
- Project: Excellent (Distribution of Electricity)

➔ Graduation Project: (Modern Factory Project)

- Design an electrical power distribution system according to international standards & codes.
- Use Dailux, ETAB & Excel.
- Use AutoCAD (2D) for Electrical Engineering.
- Technical reports preparing.
- Making Perspective Load Estimation
- Power Systems design (include: sockets, lighting system, loads serving, etc)
- Distribution Boards, Cables , C.B's design
- Transformers, Emergency generator & substation design

➤ General Secondary School Certificate (95%), 2013.

## Professional Courses & Training

**2021:**



**National Telecommunication Institute  
Nasr City, Cairo**

- CCNAv7 (Cisco Certified Network Associate)
- CCNPv8 (Cisco Certified Network Personnel)

**2018:**



**DON BOSCO Italian Technical Institute  
El-Sahel, Cairo**

- Training Course on: Electrical Classic Control  
Grade: Good

**2017:**



**Professional Electrical Distribution Course  
ISI Academy, El-Manial, Giza**

- LV Panel Board design.
- Load Estimation calculation.
- Short Circuit calculation.
- Indoor & Outdoor Lighting design.
- HVAC & Lifts.
- Cables design & Routing.
- Earthing calculation.

**2016:**



**Egyptian Electricity Transmission Company  
North Cairo High Voltage Station 220/66/11 KV**

- High Voltage Substation Operation and Maintenance.
- Power Transformers Maintenance and Tests.
- Protection of Transformer.
- Protection Relays Testing and Application.
- Electrical Safety of High Voltage Substations.

**2016:**

**Schneider Energy  
Electric University**

- Building Controls I: An Introduction to Building Controls.
- Building Controls II: Control Sensors.

## Language and Computer Skills

- ✓ **Language:** Arabic: Mother Tongue.  
English: Good verbal and written.  
German: (A1, A2, B1 ongoing).
- ✓ **Computer:** AutoCAD 2D, Dailux, ETAB, C++, MATLAB, Video Maker, Photoshop, Adobe Tools, Microsoft Office (Excel, Word, PowerPoint) (CRM system, Zoho, Bitrix24), (Packet Tracer & GNS3)