**ESSAM**

United Arab Emirates

[**Essam.374722@2freemail.com**](mailto:Essam.374722@2freemail.com)



**C A R E E R O B J E C T I V E**

To apply business analytical, problem-solving, IT skills and vast Drill Bits experience in a Technical position for personal career and the company’s growth.

**P R O F I L E**

* 9+ years of diverse experience with Drill Bits product line of Baker Hughes.
* Highly organized and enthusiastic; able to prioritize effectively to accomplish multiple task and complete projects under pressure.
* Exceptional ability to solve problems under tight deadlines and react quickly to changing demands.
* Work experience in Oil & Gas industry, Insurance industry and the Digital Marketing industry.
* Highly recognized for the work done with the successful implementation of Webbits 3 across the Middle East region

**P R O F E S S I O N A L E X P E R I E N C E**

**BAKER HUGHES - Operations Building, Techno Park, Jebel Ali Industrial 3, Dubai, UAE**

(**December 2006 – May 2016)**

*Corporate profile: Baker Hughes Incorporated supplies oilfield services, products, technology, and systems to the oil and natural gas industry worldwide. The company offers drilling and evaluation products and services, which include drill bits for performance drilling, hole enlargement, and coring; conventional and rotary steerable systems used to drill wells; measurement-while-drilling and logging-while-drilling systems to perform reservoir navigation services; drilling optimization services; tools for coil tubing drilling and wellbore re-entry systems; coring drilling systems; surface logging; emulsion and water-based drilling fluids systems; reservoir drill-in fluids; and fluids environmental services.*

***Marketing specialist (March 2012 – May 2016)***

* Supported Marketing / Sales and Engineering team with various pre-drilling and post drilling well analytics.
* Conducted various market and product share analysis. Assisted with capturing market plans at the region level.
* Provided support to sales and engineering staff with preparing Bit Performance updates, KPI and Benchmark studies, reliability curves, hydraulics, etc.
* Assisted sales representatives in the preparation of bids, presentation proposals, data analysis and training materials for valued customers of Oman, Saudi & Kuwait, Qatar, Pakistan, and Yemen.
* Creating rock strength analysis for the engineering team to decipher the hardness of the rock and suggest an appropriate bit for the application
* Provided trainings to Marketing and Engineering staff of ME Region on marketing and technical in-house software.
* Capturing “daily drilling activities” into the local database system “WEBBITS” for GCC countries.

**ESSAM** **Page Two**



**P R O F E S S I O N A L E X P E R I E N C E**

(Continued)

***MWD Field Specialist (September 2010 – March 2012)***

* Provided on-site supervision of the (MWD) process, including tool preparations, data acquisition, log generation and Quality Control (QC) and delivery of the services to the customer.
* Ensured that all data presented to the customer is accurate, timely and meets the highest service quality standard possible.
* Properly tested all tools and equipment before, during and after each job.
* Identified and corrected operational problems to prevent or minimize service impact.
* Accurately complete all required forms, databases and reports (service vouchers, lost/damaged equipment, radiation site survey, End of Job Customer Survey (EJCS) report, First Alert Database (FAD)/Correction, Prevention and Improvement (CPI).
* Ensured BHA's are assembled as planned, including correct make-up torque, doping and handling.
* Interacted with the Directional Driller (DD) to ensure BHA compatibility, planned operating parameters are within specification and correct tool face references are applied.

***MEAP STSC Marketing Software Specialist (November 2008 – September 2010)***

* Installing and configuring and Software.
* Troubleshooting and maintaining system and network problems and diagnosing and solving software faults.
* Providing training and support.
* Supporting the roll-out of new applications.

***Department Administrator (December 2006 – November 2008)***

* Provided support to sales and engineering employees with Rock strength logs, bit performance updates, hydraulics, etc.
* Mastered Well Planning, Problem Identification / Lithology Correlation, Cost - Benefit Analysis, Recap - Benefit Quantification / Lessons Learned.
* Got exposure to Drilling rig components and Drilling operations, PDC bit manufacturing and basic design, Tri-cone materials, manufacturing and basic bit design, PDC and Tri-cone Dull Grading.
* Performing bit performance analyses and presentation-quality reports.

**ESSAM** **Page Three**



**P R O F E S S I O N A L E X P E R I E N C E**

(Continued)

**AMERICAN LIFE INSURANCE COMPANY - Sharjah, UAE (Aug 2005 – Dec 2006)**

*Corporate profile: Provides life insurance, annuities, employee benefits and asset management. The Company’s segments include Retail; Group, Voluntary & Worksite Benefits, and Corporate Benefit Funding.*

***Department Administrator (Project Team Leader)***

* Successfully implemented two systems, a cost cutting system and a training system that resulted in the project’s successful completion earlier than planned and at a lower cost than predicted.
* Trained and supervised a 5 member team for a Unique Client Code (U.C.C.) project.
* Led the restructure of all policy information within the GCC to increase claims processing reliability over the Gulf network.

**E D U C A T I O N**

6TH OCTOBER UNIVERSITY – CAIRO, EGYPT (2001-2005)

***Bachelor of Science in Business Administration (BSBA)***

**P R O F E S S I O N A L C E R T I F I C A T I O N S**

* Microsoft Certified Systems Engineer {MCSE}
* Microsoft Certified Systems Administrator {MCSA}
* Microsoft Certified Database Administrator {MCDBA}
* Microsoft Certified Professional {MCSA}
* Cisco Certified Network Associate {CCNA}
* A+ Certification

**B H I C O U R S E S**

* Bit Technology
* Diamond Technology & Tricone Technology
* Hydraulics Foundation for Drill Bits
* Practical Interpretation of Open Hole Logs for Drill Bits
* Wellbore Positioning
* MWD Academy
* WellArchitect