

SERGIO ABOU FAISSAL

Petroleum Engineer | Project/Site Engineer | Oil & Gas | Facilities Engineer | Production Engineer | QAQC Engineer

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OBJECTIVE

Driven and skilled Petroleum Engineer enthusiast with a strong academic background and practical experience in reservoir analysis, drilling operations, facility management, and production optimization. Seeking to contribute my skills and expertise to a dynamic and innovative team in the energy industry. Committed to leveraging my technical knowledge and problem-solving abilities to enhance exploration and extraction processes, maximize production efficiency, and ensure sustainable resource management.

PROFESSIONAL EXPERIENCE

Project & Sales Engineer

iShop LLC, Lebanon

2023 – 2024

- Assisted the General Manager in managing daily sales engineering, operations, and inventories, and played a major role in setting the company's business excellence plan of action.
- Planned marketing strategies to generate new sales (B2B and B2C) and exceed target profits (KPI increase by 25%).
- Prepared sales offer, quotations, technical submittals and respond to technical inquiries and bid requests with full details.
- Identified and contact vendors to supply requested materials and negotiate for better quality pricing.
- Enhanced existing revenue streams and developed new businesses to improve efficiency, resulting in 50% grow in revenue.
- Arranged and delivered pitches and proposals to potential investors.

Quality QAQC Inspector | Development Program

AmSpec Group, Fujairah, UAE

2022 – 2023

- Inspection of quantity and quality on board of tankers and shore sides for crude oil/ petroleum products for Loading, Discharging, Metering & Draft Survey operations which includes static & dynamic measurements as per API / ASTM standards.
- Supervise custody oil transfer to minimize losses (0.2% loss).
- Professional auditing, improvement of integrity management activities and investigation of discrepancy or loss with proving system to protect client's financial interest.
- Transport and analyze samples for physical properties in the laboratory for inspection and retention procedures (ISO 9001).
- Perform laboratory testing, determination and analysis including Viscosity, Density, API Gravity, Distillation, Water and Sediments Quantity, Pour, Dew and Flash points, Gas Chromatography, Sulfur H₂S and Moisture content using portable lab test equipment and apparatus for crude oil, LPG, Gasoil, and Fuel Oil.
- Ensure all equipment and PPE are properly calibrated, certified and logged before use.

Facilities Project & Maintenance Engineer | Field Engineer

Azadea Group, Lebanon

June, 2021 – 2022

- Maintained a luxurious brand image and high quality standards by Controlling, Scheduling, Monitoring, and Following up Maintenance Works, Engineering Design and Projects, Preventive Maintenance PPM, resulting in 8% ▼ in operational cost.
- Handled permits, BOQ, and quotations RFQ for store services and general contractors (ministries, malls, municipalities).
- Cooperate, Creatively and Confidently to implement the day to day Shops Operations by supporting with Engineering, IT, Logistics, Procurement, Purchasing, Estimation & Cost Control, in order to provide a premium in-store consumer experience.
- Provided high level of Sales by maintaining Mechanical, Electrical, MEP, Fire Alarm, HVAC, Sprinkler, Façade, Cleaning, Pest Control, Hygiene, Troubleshooting, LP, CCTV, Intrusion, Security and Safety Systems in high standards (daily/monthly checkup).
- Ensured KPI targets are in conformance with scope of work and service level agreement, while preparing and managing budgets.
- Executed several engineering projects in more than 80 different locations (ABC mall, City Center, City mall, LeMall, Beirut Souks, street shops) for renovation, Fit-Out, joinery, installation, finishing, snagging, operation, warehousing, and reparation.
- Ensured construction work is done as per contract drawings, blueprints, and required specifications.
- Supported field activities like openings, uplifting, closures, and allow access for new joiners.

Production Engineer

Daher Foods, Lebanon

January, 2021 – June, 2021

- Manufacturing high-quality FMCG products by following standard operating procedures (SOP) and upholding Good Manufacturing Practices (GMP).
- Enhancing production quality through regular hourly inspections and reducing waste generation by monitoring and addressing gaps, in alignment with Health/Safety management and HACCP standards.
- Ensuring the timely, cost-effective, and efficient execution of the production plan in accordance with Key Performance Indicators (KPIs), resulting in a 30% increase in production efficiency.

Petroleum Engineering Internship

Lebanese Petroleum Administration, Lebanon

May, 2019 – August, 2019

- Trained under the Engineering team assisting with reservoir characterization and educated on Petrel E&P software at Geology and Geophysics Department.
- Gained experience through **Prospect Maturation** project, Well Planning and Intervention, Model building, and Interpret Geological and Geophysical data.
- Performed Petro-physical measurements, Seismic interpretation (2D & 3D), Reservoir Simulation, and Prospect identification of regional geology of Lebanon.
- Attained training on protecting individuals and environment by QHSE department.
- Conducted desktop and field research to submit monthly technical reports to the manager.

EDUCATION

BACHELOR IN PETROLEUM ENGINEERING, LEBANESE AMERICAN UNIVERSITY

LEBANON, 2015 – 2020

CERTIFICATES & LICENSES

- PROJECT MANAGEMENT PMP, SIMPILEARN
- REAL ESTATE PROPERTY SALES CONSULATNT, KeyClue Properties, Freelance job
- INTERNATIONAL WELL CONTROL FORUM IWCF, PETROFAC
- CUSTODY TRANSFER PETROLEUM MEASUREMENTS CERTIFICATE, AMSPEC ACADEMY
- ADVANCED PETROLEUM COURSES, PIOPETRO
- DRILLING SIMULATOR TRAINING, LAU
- SOCIETY OF PETROLEUM ENGINEERS INTERNATIONAL, BEIRUT CHAPTER
- ORDER OF ENGINEERS AND ARCHITECTS OF BEIRUT, MEMBER

TECHNICAL SKILLS

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| • MS OFFICE | • SolidWorks |
| • Petrel | • Prosper |
| • Mbal | • Kappa Eng. |
| • Python | • SAP2000 |
| • AutoCAD | • Salesforce, CAFM |

AREAS OF EXPERTISE

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| • Project Management | • Drilling and Interventions |
| • Effective Negotiation & Communication | • MEP & QAQC / Site Inspection Report |
| • Facility Management | • API / ASTM |
| • Decision-Making / Problem Solving | • Tendering / RFI / RFQ / Cost Control |
| • Field Operations & Logistics | • Process and Refining activities |
| • QHSE / Environmental Sustainability | • Crisis Management |
| • Testing & Commissioning | • ISO 9001 / R&D |

LANGUAGES

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| • Arabic: Native | • English: Fluent | • French: Intermediate |
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