

ABDULLAH SELIM

Applied AI | Technology Sales & Business Development | Oil & Gas | MBA, PMP, AWS Certified

"I believe in technology, but even more in humanity."

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PROFILE

I trained as a mechanical engineer and built my career on the commercial side of the energy and industrial sector: tenders, OEM partnerships and contracts with KOC, KNPC, KIPIC, KJO and MEW, working alongside the EPCs that build for them. I started out in Egypt and moved to Kuwait in 2017. That work taught me how these organisations actually buy, who really signs, and why a technically strong proposal can still lose.

Over the past two years I added AI to that foundation. I completed an MBA in AI for Business with Summa Cum Laude honours, earned two AWS certifications in AI, received a Certificate of Honor from the University of Tokyo's GCI World program, and built tools for problems I lived with every week, from an agentic sales assistant that parses tenders and drafts follow ups to a statistical model that prices bids against competitors.

What ties it together is that I explain things for a living. I have spent years translating engineering into commercial terms for buyers, training operators on equipment, mentoring junior engineers, and walking managers through what AI can and cannot do for them. Engineering, commerce and AI usually sit in different departments. I have worked in all three, and I am at my best helping people connect them.

CORE STRENGTHS

- ✓ Key account management
- ✓ Pipeline building and closing
- ✓ Tendering and bid strategy
- ✓ OEM and partner ecosystem growth
- ✓ Business case and ROI
- ✓ Generative and agentic AI
- ✓ RAG, agents and workflow automation
- ✓ AWS AI and ML services
- ✓ AI strategy and digital transformation
- ✓ Training, mentoring and presenting
- ✓ Data analysis and business intelligence
- ✓ Statistical and predictive modelling
- ✓ Oil and gas, upstream and downstream
- ✓ NOC and EPC procurement
- ✓ Arabic native, English C2

KEY RESULTS

- Grew the active sales pipeline by **more than $2M** through account penetration and new project work with KOC, KNPC and industrial clients.
- Won the Al-Managesh tracer injection project for **Kuwait Oil Company** after spotting that competitors were taking the injection work on tracers we supplied, then delivered it as a four-party deal with Resman, KISR and our service arm.
- Won a competitive tender at **L1 by a margin of 0.5 percent**, using a statistical pricing model I built to predict competitors' prices.
- Brought **three international OEMs** into the portfolio in pumps, compressors and rotating equipment, negotiating the agency agreements myself.
- Kept **two international agencies through a change of employer**. Both moved their Kuwait representation with me, built on mutual trust and the strong market representation I had given them.
- Cut bid preparation time by **40 percent** with dashboards and an analytics workflow built for the tender team.

RECENT HIGHLIGHTS (2026)

- Earned two AWS certifications in AI: **AWS Certified AI Business Strategist** in November 2026, strong across every domain, and **AWS Certified AI Practitioner** in September 2026.
- Awarded a **Certificate of Honor** by the University of Tokyo's Matsuo-Iwasawa Laboratory for GCI World 2026, placing in the **top 10 percent** of the final assessment and the **top 7.6 percent** overall, which led to my selection for the laboratory's pilot global AI Engineering course.
- Selected as an **AWS AI & ML Scholar**, roughly **4,500 places from over 100,000 applicants**, and passed the business intelligence track final project.
- Graduated the MBA in AI for Business in June 2026, **Summa Cum Laude** with a GPA of **3.98 of 4.00**, ranked **second in my class**.

EXPERIENCE

Business Development Manager, Oil & Gas and Trading *Al-Maamoun Gulf*

Kuwait | November 2026 to present

- Set up a new oil and gas and trading department for a Kuwaiti general trading and contracting company, and lead it.
- Qualifying the company to take on oil and gas projects through vendor registration and prequalification, and bringing in new international agencies.
- Running trading and supply work through the manufacturer network I have built over my career.

Technology Sales and Business Development (Commission Basis) *Nitaq, United Arab Emirates*

Kuwait market | March 2026 to present

- Opening the Kuwait market for a UAE based digital transformation and AI firm, sourcing and qualifying enterprise opportunities in oil and gas, energy and industrial accounts through relationships I already hold.

- Scoping the work directly with clients' operations and technical people, so each opportunity starts from a real operational problem.

Independent AI & Automation Practitioner *Self employed*

Kuwait, remote | March 2026 to present

- Designing, building and shipping my own AI tools for industrial sales and tendering, described under AI and Data Projects, with a public showcase on GitHub and a demo on LinkedIn.
- Built this portfolio while finishing the MBA, completing GCI World 2026 and earning two AWS AI certifications.

Technical Sales Manager, Mechanical Department *Rezayat Kuwait*

Shuwaikh City, Kuwait | May 2024 to February 2026

Owned the department's technical sales strategy across oil and gas and industrial markets, accountable for market expansion, principal partnerships and key accounts.

- Grew the active pipeline by **more than $2M** across KOC, KNPC and industrial accounts through account planning, account penetration and new project work.
- Built out the partner ecosystem with **three new international OEMs** in pumps, compressors and rotating equipment, negotiating agency agreements and commercial terms myself. Two agencies I had represented at my previous employer also moved with me, out of mutual trust and the strong market representation I had built for them.
- Built dashboards and an analytics workflow that cut bid preparation time by **40 percent** and gave management clearer ground for sourcing, pricing and pursuit decisions.
- Prequalified Chinese manufacturers into Kuwait's oil and gas supply market through technical audits, vendor qualification and commercial due diligence, opening a lower cost supply route for clients.
- Opened marine and commercial sectors beyond upstream oil and gas, and redesigned how the department handled tenders.
- Mentored the junior sales engineers on tendering, account planning and working with data.

Business Development Engineer *Khuff General Trading & Contracting Company*

Kuwait City, Kuwait | September 2020 to April 2024

Client acquisition and growth across oil and gas, utilities and industrial sectors, running tenders end to end from RFP through award.

- Acquired and onboarded two international technology principals, a French maker of smart lantern and marine navigation systems and a Taiwanese maker of RFID lifting equipment with cloud asset tracking, translating what each technology did into what it saved the client.
- Won the Al-Managesh tracer injection project for Kuwait Oil Company after noticing that competitors were taking the injection work on tracers we supplied, and asking Resman, our tracer principal, to put our name forward. Ran it as project manager and key account manager, coordinating Resman, our service arm Flare, KISR as contract holder and KOC's teams through several injections to completion.
- We were either winning at L1 and leaving money on the table, or losing outright, so I built a statistical model that predicts competitors' prices from past tender results and recommends a bid price. The next tender was won at L1 by **0.5 percent** over the next bidder.
- Secured strategic RFQs and service contracts for upstream projects with KOC and KNPC, and carried multi million dollar contracts through delivery, compliance and handover.
- Sourced and prequalified Chinese manufacturers for oil and gas equipment, and introduced the team's first process automation for supplier coordination and tender tracking.
- Acted as the liaison between principals, EPCs and end clients during execution.

Business Development Manager *Gulf Group Co.*

Shuwaikh City, Kuwait | January 2020 to June 2020

- Directed business development and contract execution for oil and gas service and supply projects, managing client relationships and operational compliance.
- Led competitive tenders and bid preparation, and built partnerships with EPCs and global principals to widen what we could offer.
- Presented to decision makers with a case built on return on investment and operational efficiency rather than product features.

Technical Sales Engineer & Rotating Unit Head *R & E Petroleum Equipment Co.*

Salmiya, Kuwait | April 2018 to December 2019

- Led sales and technical support for rotating equipment (pumps, compressors, mechanical systems) across upstream and downstream projects for KOC, KNPC and MEW.
- Managed multi million dollar tenders and contracts, holding them to both the technical specification and the commercial terms.
- Headed the rotating unit, coordinating engineering, procurement and project management to deliver turnkey equipment packages.
- Ran on site technical consultations, troubleshooting and client training after handover.
- Held the relationships with international OEM principals that gave us access to better technology than our competitors had.

Site & Office Engineer, HVAC Projects (Internship) *KCCEC Kuwait*

Kuwait | January 2018 to March 2018

- Assisted site engineers with HVAC installation inspections, quality checks and monitoring, and supported drawing reviews and minor design adjustments in the design office.

Maintenance Engineer, Diesel Generators *Fawares Petroleum Services Co.*

Abdali, Kuwait | September 2017 to December 2017

- Led a crew on preventive and corrective maintenance of diesel generators under KOC service contracts, supervising inspections, troubleshooting and repairs under strict oil and gas safety protocols.

Technical Sales Engineer *Cheval Co.*

10th of Ramadan City, Egypt | October 2016 to August 2017

- Delivered technical presentations and product demonstrations to industrial clients, built client mapping to prioritise outreach, produced the marketing material myself, and consistently passed target.

Mechanical Engineer *Al-Almeiya Co.*

Belbies Industrial Area, Egypt | March 2016 to June 2016

- Installed, inspected and maintained mechanical systems and production equipment in a manufacturing plant, and contributed to process improvements that reduced downtime.

Technical Sales Engineer *SPE (Super Power Engineer)*

Egypt | August 2014 to March 2016

- Built a portfolio of industrial and commercial clients from scratch, set up a structured client mapping system that improved follow up, and met or exceeded target.

Marketing & Technical Support (part time during studies) *Artronix Egypt, engineering training company*

Egypt | 2012 to 2014

- Set up equipment and ran demonstrations during training sessions, promoted courses and workshops, and organised exhibitions and open days for prospective students.

AI AND DATA PROJECTS

Sales Scribe (IndusIQ), an agentic assistant for industrial sales *LangGraph, RAG, SQL, Streamlit, bilingual embeddings*

- Built to take the repetitive weight out of my own sales and business development work, and running today. It parses tenders, drafts client follow ups, writes into the CRM, runs a market intelligence and search layer, and maps sales visits.
- Four worker agents (product retrieval, SQL analyst, market intelligence, quote drafting) sit behind one interface, with an Arabic and English embedding layer so a Gulf user gets the same answer in either language. Showcase at github.com/RapidAce/sales-scribe-showcase.
- Next step: focusing it into a dedicated tender specification parser for Kuwait tenders, built to read Arabic and English accurately.

Statistical tender pricing model *historical bid data, competitor price prediction*

- Built at Khuff, where it won a tender at L1 by 0.5 percent. The original ran on confidential tender data, so I am rebuilding it on public data so the approach can be shown openly.

Submittal automation pipeline, MBA capstone *RAG, n8n, Ollama, Pinecone*

- Designed a retrieval augmented pipeline that extracts technical data from submittal documents and checks it against project requirements, aimed at the 20 to 40 hours engineers in Kuwait's oil and gas projects spend compiling each submittal by hand.

Signal, a value by risk retention engine *machine learning, business proposal*

- My GCI World 2026 final proposal, combining churn prediction with customer value to show where retention spend pays off, framed for the GCC market. Details are confidential.

Revenue intelligence dashboard *Amazon Quick, AWS*

- Executive revenue dashboard with structured KPIs and drill downs, designed so a leadership team can see where revenue is won and lost and act on it.

Project Cassandra *anomaly detection on the NPPAD dataset, in progress*

- Applying modern data science retrospectively to Chernobyl in three phases: exploratory analysis, real time anomaly detection, then agentic decision support. An honest test of whether these tools would have caught what people missed.

TRAINING, MENTORING AND PRESENTING

- Mentored junior sales engineers at Rezayat on tendering, account planning and working with data.
- Trained client operators on site after equipment handover at R & E Petroleum Equipment.
- Supported live training sessions and workshops for an engineering training company during my studies, from equipment setup to course promotion and open days.
- Present technical products and AI to non technical decision makers as a core part of my work, from plant managers to procurement committees. Placed third for presentation at the ASME Old Guard competition, SPDC Africa.

EDUCATION

MBA in AI for Business Organizations, Summa Cum Laude

AASTMT Graduate School of Business | June 2024 to June 2026 | GPA 3.98 of 4.00, ranked second in class

Taught in English. Coursework included AI for business, data analytics for decision making, strategic management, and simulation modelling and operations research (SIMIO, PERT, network flow). Capstone: an AI submittal automation pipeline for Kuwait's oil and gas sector, built on retrieval augmented generation.

Bachelor of Science in Mechanical Engineering

Higher Technological Institute (H.T.I.), Egypt | September 2009 to August 2016

Both degrees verified by WES (World Education Services).

CERTIFICATIONS

- **AWS Certified AI Business Strategist (AIB-C01)**, Amazon Web Services, November 2026
- **AWS Certified AI Practitioner (AIF-C01)**, Amazon Web Services, September 2026
- **Project Management Professional (PMP)**, Project Management Institute, February 2024, above target in all domains
- **AutoCAD 2D Certification**, Autodesk, April 2017

PROGRAMS, DIPLOMAS AND COURSES

Completed

- Certificate of Honor, GCI World 2026 (AI and Data Science), University of Tokyo, Matsuo-Iwasawa Laboratory, August 2026
- McKinsey Forward Program, McKinsey.org, July 2026
- Revenue Intelligence Dashboard, final project of the business intelligence track, Udacity and AWS AI & ML Scholars, September 2026
- DotPy applied AI program, 2026
- Generative AI Overview for Project Managers, Project Management Institute
- Agentic RPA Overview: Robotic Process Automation, Udemy, March 2026
- AI for Everyone, DeepLearning.AI, 2025

University years

- Electronics and Embedded Systems Diploma, Artronix Egypt, 2014: electronics, circuit design, microcontroller programming and embedded systems
- Android Development Diploma, ITS Egypt, 2013: Android app design and development in Java with the Android SDK

In progress

- AWS Certified Cloud Practitioner (CLF-C02), exam booked for 29 November 2026
- Future AWS Agentic AI Business Professional Nanodegree, Udacity and AWS AI & ML Scholars, about 40 percent complete
- AWS Certified Solutions Architect Associate (SAA-C03), Manara AWS cohort
- UiPath Agentic Automation Associate | Salesforce Administrator
- IBM Data Science, IBM AI Engineering and IBM Generative AI Engineering Professional Certificates
- Coursera: Petroleum Engineering with AI Applications, Oil and Gas Industry Operations and Markets, Supply Chain Sourcing, Technology and Software Sales Fundamentals

LEADERSHIP AND AWARDS

- Co-founder and Vice Chairman, ASME Student Section at HTI, 2012 to 2014, and winner of the **Best Chairman Award**, ASME Egypt, 2014.
- Built five robots during my degree, four of them underwater ROVs. MATE ROV Egypt: **first place Best ROV Pilot** and **first place Best Poster** in 2012 and 2014, with overall team placements of second and fourth.
- **Seventh place** nationally in a minesweeper drone competition, with a quadcopter built alongside the German University in Cairo.
- **Third place**, ASME Old Guard Presentation Competition, SPDC Africa, 2014.
- Organiser, Egyptian Mechatronics Day (30 October 2013) and the ASME Egypt Student Sections SPDC (2013 and 2014).

SKILLS

Commercial: key account management, account planning, pipeline development, stakeholder mapping, tendering and bid management, business case and ROI, contract negotiation and closing, OEM and partner ecosystem development, market entry, executive presentation

Industry: oil and gas upstream, midstream and downstream, NOC and EPC procurement, vendor prequalification, rotating equipment and mechanical systems, and the asset performance problems that industrial AI and predictive maintenance solve

AI and data: Python, SQL, pandas, NumPy, scikit-learn, XGBoost, Jupyter, LangChain, LangGraph, RAG, Pinecone, Ollama, bilingual embeddings, Streamlit, Google ADK; LLMs from OpenAI, Anthropic, Google and Mistral

Cloud and automation: AWS AI and ML services, Amazon Q, Amazon Quick, Docker, Linux, Git and GitHub, Make.com, Zapier, OCR and NLP document pipelines, n8n (currently learning)

Analytics and business systems: Power BI, Tableau, executive dashboards, predictive analytics, Salesforce, HubSpot, Zoho CRM, Odoo, MS Office and MS Project

Engineering: SolidWorks, AutoCAD 2D, Revit MEP, rotating equipment and mechanical systems, electronics and microcontrollers

Languages: Arabic (native), English (C2, Steinbeis University Berlin), Mandarin Chinese (beginner)