

# BIOGRAPHY OF HAMDY BARGHOUT

**Name** Hamdy Mahmoud Barghout  
**Nationality** Egyptian  
**Date of Birth** 25/06/1958  
**Qualifications** B.Sc. in Mechanical Engineering, 1981  
Shipbuilding Department, Suez Canal University  
Diploma in Top Management  
Hans Seidal Foundation, Berlin, 1991  
Diploma in Dry Cargo Chartering  
Practical Maritime Institute, London, 1998  
**Marital Status** Married & father of a daughter (Sara aged 14 years)  
**Languages** Arabic & English  
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## WORK EXPERIENCE

### EGYTRANS S.A.E.

#### From 1984 to present

**1998 – present** Business Development Director (Holding company)  
**1995 – 1998** Business Development & Marketing Director  
**1989 – 1994** Business Development & Marketing Manager  
**1986 – 1988** Marketing Manager - Canal Area  
**1984 – 1985** Shipyard Project Manager

### DIXILYN FIELD INTERNATIONAL

**1982 - 1983** Oil Field Mechanical Engineer at Dixilyn Field Int'l

### PORT SAID ENGINEERING WORKS

**1978 – 1981** Shipyard Project Engineer  
**1976 – 1977** Trainee Shipyard Engineer

## COUNTRIES VISITED

- Libya
- Belgium
- Cyprus
- Djibouti
- England
- Germany
- Holland
- Italy
- Malta
- Poland
- Russia
- Saudi Arabia
- Somalia
- Spain
- Sudan
- Tunisia
- United Arab of Emirates
- Zambia

## **COURSES ATTENDED**

- International Marketing System
- Accounting
- Advertising techniques
- Budget Reading for Directors
- Communication & Presentation
- Enabling Peak Performance
- Environment ISO 14000
- European Common Market
- Feasibility Studies
- Financing Transport Investment
- Freight Forwarding Business
- Human Resources for 21 Century
- Insurance
- Investment Evaluation in Transport
- Management Games
- Management Information System
- Management Skills
- Management Theory & Practice
- Market & Marketing Research
- Marketing of Services & Strategies
- Metaplan Moderation Techniques
- Practical Management by Objectives
- Problem Solving Techniques
- Professional Selling
- Project Management (Primavera)
- Shipping Agency Structure
- Statistics for Managers
- Strategic Business Management
- Time Management
- Total Quality Management
- Transportation

## **MEMBER OF THE FOLLOWING ORGANIZATIONS**

- Egyptian Engineering Syndicate
- Arab Scientific Association for Transport (ASAT)
- Arab Public Relation Society
- American Chamber of Commerce
- Egyptian Junior Businessmen Group (EJB)
- Egyptian Engineers Society
- Management Engineering Society
- Mechanical Engineering Society
- Scientific Research and Technology Academy (Member of the Shipping Committee)
- Red Sea Port Authority (Member of the Board)
- Egyptian Business Association in EBA
- Dutch-Egyptian Business Club

## **BUSINESS TRAINER IN FOLLOWING COURSES**

- Time-based Competition
- Sales Techniques
- Sales & Marketing Policies and Procedures
- Communications & Presentations
- Sales Skills for Non-sales Staff
- Marketing in Transport Sector
- The Effect of the GATS agreement on the Transport Sector in Egypt
- Multi-modal Transport
- Inland Waterway Transport
- The effective 5-years Business Plan and its effect on developing companies
- Rail Freight Business
- The Role of Transport in developing Export business in Egypt.
- Understanding the Freight Business
- Import & Export Regulations and Strategies

## **CONTRIBUTED IN STUDY, DESIGN & IMPLEMENTATION OF FOLLOWING PROJECTS**

- 6th of October Distribution Center
- El Haram Bonded Warehouse (EGYTRANS)
- Public Free Zone Stores in Port Said
- Feasibility Study for Establishing Container Terminal in Al Adabia port (Kuwait)
- Feasibility Study for Establishing Inland Container Terminal in Nile River (Holland)
- Feasibility Study for Establishing Rail Container Terminal for ENR
- Feasibility Study for Establishing Distribution Center (Rwanda)
- Feasibility Study for establishing Refrigerated Transport Company
- Establishing COMESA shipping Line (Zambia)
- Establishing Shipping Line in North African Countries (Libya)
- Establishing Shipping Lines (Mahoney Shipping Co.)
- Establishing Marine Ecological Environmental Company (Italy)
- Establishing Shipyard in Damietta (Poland)
- Ship breaking project (Cyprus)
- Developing Furniture Industries in Egypt (USAID)
- Developing border checkpoints on the international road network in MENA (UNCTAD)
- Developing Rail Freight Services in Egypt. (ENR/De-Consult Germany)
- Developing Feeder Services from/to Sokhna Port.
- Feasibility study for establishing Damietta Feeder Terminal Co
- Feasibility study for establishing AlexPortic Co
- 5 year Business Plan for EGYTRANS
- 5 year Business Plan for ENR (Egyptian National Railways)
- Development of Freight Forwarding Business in Sudan