

KARIM ELDEEB, P.Eng, PMP

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SUMMARY

Technical sales and proposal engineering professional with 18 years of international experience across Canada, UAE, and Egypt supporting commercial, industrial, and infrastructure projects. Extensive background in power distribution systems, switchgear, and lighting solutions, with proven expertise in preparing technical and commercial proposals, reviewing specifications, and delivering optimized, cost-effective solutions.

More than six years of experience with Cooper Lighting Solutions, combined with strong experience at Siemens and ABB in medium- and low-voltage systems, switchgear, and electrical equipment. Recently expanded expertise through independent consultancy, providing technical advisory, product selection, and proposal support services. Skilled in technical estimation, proposal preparation, cost analysis, and customer engagement, with a strong focus on accuracy, responsiveness, and commercial competitiveness.

EDUCATION

Alexandria University – Egypt

Bachelor of Electrical Engineering

EXPERIENCE

Consultant / Product & Proposal Advisor

Jul 2024 – Present

INDEPENDENT TECHNICAL CONSULTANT – Electrical & Lighting Solutions

- Provided independent technical consultancy services to contractors, consultants, and distributors in electrical and lighting solutions.
- Supported clients with product selection, lighting control system design, and preparation of technical and commercial proposals.
- Reviewed project specifications, BOQs, and drawings to ensure compliance and optimized system performance.
- Assisted in cost estimation, quotation preparation, and vendor coordination for various commercial and infrastructure projects.
- Delivered advisory services focused on improving proposal competitiveness and technical accuracy.

Inside Sales Specialist

Jul 2019 – Jun 2025

COOPER LIGHTING SOLUTIONS (Formerly Eaton Lighting) – Canada

- Designed lighting control solutions based on architectural drawings, project specifications, and customer requirements.
- Prepared accurate technical and commercial quotations for commercial and institutional projects across Canada.
- Reviewed RFQs, lighting schedules, and technical documentation to ensure compliance and optimized system design.
- Supported consultants, contractors, distributors, and sales representatives with technical product selection and application guidance.
- Coordinated quotation revisions, technical documentation, and order processing throughout the project lifecycle.
- Delivered more than 140 lighting control solutions annually while consistently meeting project deadlines.
- Participated in workflow improvements that enhanced quotation accuracy and operational efficiency.

Proposal Specialist

Jul 2018 – Jun 2019

SIEMENS CANADA – SMART INFRASTRUCTURE

- Prepared technical and commercial proposals for medium-voltage electrical equipment and power distribution systems.

- Performed technical reviews, cost estimation, tender evaluation, and procurement coordination.
- Reviewed specifications, SLDs, and customer requirements to develop compliant and competitive solutions.
- Supported customers with technical clarifications and commercially optimized proposals.
- Coordinated proposal activities with engineering, procurement, and project management teams.

Proposal Engineer

2011 – 2017

ABB INDUSTRIES LLC – Dubai, UAE

- Prepared technical and commercial proposals for LV switchgear, motor drives, protection systems, and power distribution equipment.
- Developed detailed project cost estimates based on customer specifications, SLDs, and technical drawings.
- Reviewed tender documents and project requirements to ensure compliance and competitiveness.
- Supported commercial pricing strategies and proposal optimization for regional projects.
- Improved internal estimation tools using Excel automation to enhance efficiency and accuracy.

Technical Support Engineer

2008 – 2011

ABB EGYPT

- Supported sales teams with product selection for LV electrical components, switchgear, and power distribution systems.
- Assisted with short-circuit calculations, selectivity studies, and technical documentation.
- Provided technical support to customers and delivered product presentations.

TECHNICAL SKILLS

Technical Sales

Proposal Engineering

Power Systems

Switchgear (LV/MV)

Lighting Solutions

Cost Estimation

BOQ Preparation

Commercial Quotations

Electrical Drawing Interpretation

SLD Review

Specification Analysis

Customer Support

Project Coordination

CERTIFICATIONS

Professional Engineer (P.Eng), Professional Engineers Ontario

Project Management Professional (PMP)

SOFTWARE

Microsoft Office Suite Salesforce CRM SAP Bluebeam Revu Adobe Acrobat

ENGINEERING & DESIGN TOOLS

Working knowledge of lighting control systems, electrical design tools, and estimation software.

ADDITIONAL INFORMATION

Egyptian–Canadian Citizen Fluent in English and Arabic

TAGLINE

Power Systems | Switchgear | Lighting | Estimation | Technical Sales | Commercial Proposals