

AMRO HEIKAL

CURRICULUM VITAE

Email: amroheikal@hotmail.com
Linkedin [jo.linkedin.com/pub/amro-heikal/45/34b/1a8/](https://www.linkedin.com/pub/amro-heikal/45/34b/1a8/)
Telephone: 00965- 7353101 - 006560603628
Date of Birth: 4th July, 1969

Education Bachelor Degree of Biochemistry, 1992

Membership FRSC - Fellow the Royal Society of Chemistry
Sigma Xi, The Scientific Research Honor Society- Full Member
CMgr FCMI - Chartered Manager - Chartered Management Institute
CChem
Chartered Chemist the Royal Society of Chemistry
FISCT - Institute of Science and Technology
Registered scientist RSci and Fellow
IChemE's Associate Fellow
AFIChemE

Current Position Operation / Technical Coordinator
Experience 27 Years

Service Coordinator/Technical Support - Baker Hughes – Present – Started November 2020
Assist with evaluation of design and managed multi-national group of engineers overseeing the design of \$100 Millions project to provide Drilling and Completion fluids service to Kuwait Oil Company.

Joined Baker Hughes in November 2020 in critical time with COVID-19 spreading and country lockdown. With several key operation personal stuck outside the country my workload was very heavy. I managed 15 rig sites by giving both operational, logistic, and technical support. Resolved several critical wells problems. I Managed to introduce several New Technology products (Nano-Shield and OMNI-Lube v2). I did take the lead to write a joint article with our main customer Kuwait Oil Company and publish it Oil and Gas Journal <https://www.oilandgasmiddleeast.com/drilling-production/38102-high-performance-high-sustainability-solution-unlocks-success> - I also used the same strategy I did with my previous employer to win a Gold Stevie Award in joined submission with Kuwait Oil Company.

https://www.linkedin.com/posts/middle-east-stevie-awards_stevieawards-mena-menasa-activity-6790121878947160064-xu2O/

<https://www.linkedin.com/feed/update/urn:li:activity:6790121878947160064/>

<https://twitter.com/MidEastStevies/status/1384395632547356675?s=20>

https://www.instagram.com/p/CN36KcSFRq6/?utm_source=ig_web_copy_link

I Achieved the ultimate accolade in management and becoming a Chartered Fellow CMgr FCMI at Chartered Management Institute.

My application to be Fellow at Institute of Science and Technology IST been accepted FISCT

I Been selected as an Innovative Product category judge for the IChemE Global Awards 2021.

I Published a book about Egyptian cotton and how it could contribute to reduce global warming: <https://m.akhbarelyom.com/news/newdetails/3293425/1/>

"Egyptian Cotton" A Strategy to Reduce Global Warming "was recently published by Amr Heikal, a technology and energy expert from the Centre for Arab Civilization in Cairo.

Additional Publications

https://m.akhbarelyom.com/news/newdetails/3293425/1/-%D8%A7%D9%84%D9%82%D8%B7%D9%86-%D8%A7%D9%84%D9%85%D8%B5%D8%B1%D9%8A--%D9%83%D8%AA%D8%A7%D8%A8-%D8%AC%D8%AF%D9%8A%D8%AF-%D9%84%D8%B9%D9%85%D8%B1%D9%88-%D9%87%D9%8A%D9%83%D9%84?fbclid=IwAR34IFKokAw_YggkCSacB1_5FO1devAigAPkhdZLFOu0666irTT581slBao

<https://egyptchnews.com/%D8%B9%D9%85%D8%B1%D9%88-%D9%87%D9%8A%D9%83%D9%84-%D9%85%D8%A8%D8%A7%D8%AF%D8%B1%D8%A9-%D8%AA%D8%B7%D9%88%D9%8A%D8%B1-%D8%A7%D9%84%D9%82%D8%B1%D9%89-%D8%AA%D8%A3%D8%AB%D9%8A%D8%B1%D9%87%D8%A7-%D8%A5/>

<https://www.alwasela.com/list.aspx?r=3167> (All List)

<https://misralbalad.com/%d8%ae%d8%a8%d9%8a%d8%b1-%d8%a7%d9%82%d8%aa%d8%b5%d8%a7%d8%af%d9%8a-%d8%a7%d9%84%d8%b9%d9%85%d9%84%d8%a9-%d8%a7%d9%84%d8%a8%d9%84%d8%a7%d8%b3%d8%aa%d9%8a%d9%83%d9%8a%d8%a9-%d8%b9%d9%85%d8%b1%d9%87/>

<https://garbnews.net/news/s/193728>

<https://www.eblueeconomy.com/offshore-amr-heikal-write-to-blue-economy-2019-oil-review-from-bp-annual-report/>

<https://www.eblueeconomy.com/amer-heikal-write-to-blue-economy-hpwbm-in-kuwait-for-drilling-challenging-intervals-wells-drilled-previously-using-oil-base-mud/>

<https://www.eblueeconomy.com/amr-heikal-write-to-blue-economy-africa-the-green>

[continent/](#)
<https://elarabielyoum.com/show473761>

<https://www.alwasela.com/721223>

<http://www.alwasela.com/721632>

<https://www.alwasela.com/725510>

<https://www.alwasela.com/716662>

<https://www.alwasela.com/715271>

<https://www.alwasela.com/714306>

Business Development / Technical Manager, - Kuwait Drilling Fluids -November 2016 – October 2020.

This is a joint venture company between Schlumberger and Group of Investors in Kuwait. My role is to give both operational and technical support to all operation in Kuwait. Managed to introduce several new technologies to Kuwait Oil Company and contributed to a cost-effective solution to Schlumberger Integrated Project been recognized at a high level of the company.

This is a senior management position where I directly report to the Executive Manager. In this role I mainly report independent to provide all necessary Technical and sales support. Provide Technical support to clients and within the organization. Provide high level scientific expertise and foresight for new technologies. The role includes Monitor and provide expert technical assessment of new product technologies and competitor products. Provide technical insights and support driving complex projects within Kuwait to strengthen KDF's competitive position and maximize opportunities to create value for the customer. Drive new and existing chemicals in line with business strategy. Align with marketing, research, and chemistry functions to assure innovation and delivery of innovative development projects. Ensure the implementation of field trials and ensure sound base lines for decision making of development products. Works to develop business relationships or strategic partnerships on behalf of KDF organization. This type of marketing focuses on facilitating business growth and opportunities. Actively contribute to the local leadership for the development of robust products, technical strategies and new technology foresight enabling a strong KDF/SLB competitive position and maximize customer value creation I assist in the preparation of technical recommendations that will. Liaise closely with core Technical Services Engineering staff communicating the needs and requirements for regional engineering support services. Provide engineering and technology support on the most critical projects within the region. I help prepare and participate in key technical sales presentations and assist with significant tenders. I develop and maintain effective relationships with technically oriented customer drilling personnel and fluid specialists.

Awards:

Gold Stevie Award for Middle East

KDF Technical Excellence Award.

<https://stevieawards.com/mena/kuwait-drilling-fluids-innovation-technology-development>

[https://www.hrrevolution.me/stevie-awards-](https://www.hrrevolution.me/stevie-awards-winners-articles-series-2/)

[winners-articles-series-2/](https://www.hrrevolution.me/stevie-awards-winners-articles-series-2/) I was also chosen to Chair

<https://stevieawards.com/mena/companyorganization-achievement-awards-judging-committee>

Project Manager, - Kuwait Drilling Fluids

Leadership of all KDF staff working at the rig site and accountability for the performance of the KDF personnel at the rig site. Providing engineering coordination to the project for drilling fluids, completion fluids, drilling waste and logistics management.

Taking full accountability for the technical quality, safety and environmental performance of all subcontracted services managed by KDF Working with the team managed to introduce several new technology products and systems. Wrote joined SPE paper with KOC for successfully introduction of high- performance water base mud. Reference

<https://www.onepetro.org/conference-paper/SPE-192050-MS>

With my close interaction with our customer the system then been implemented in several projects leading for more company growth. As a result, I was awarded company Technical excellence award in 2017. Several customer recognitions been sent with my name to my manager.

Based on my performance to promote New Technologies and contribute to solving client critical operation problems in Q4 2018 I was promoted to be Technical and business development manager. I worked closely with operation team to introduce several new technologies and develop new market share with innovative solution. I worked closely with lab manager and team to develop a solution for emulsion that forms with crude oil when using the completion brine. Product called SAFE-BREAK (anti-emulsion product) and all lab results showed an effective way to resolve the problem. All data been presented internally and to client and product been approved for a trial.

Technical Advisor, - Kuwait Oil Company – Kuwait Duration October 2015 – October 2016 Management Support Unit – Deep Drilling Project Drilling Fluids Technical Support

Contributed to several technical workshops and provided several solutions to improve operation.

Technical Manager, – M-I SWACO - Azerbaijan Duration April 2013 – July 2015 – M-I SWACO

Support the commercialization of future technologies to obtain the maximum value for customer. Provide supervision on analytical labs in terms of quality control and company standard HSE.

Provide engineering and technology support on the most critical projects. Help

prepare and participate in key technical sales presentations and assist with significant tenders. Develop and maintain effective relationships with technically oriented customer drilling personnel and fluid specialists. Develop and train local lab personnel.

Won two bronze awards in Performed By Schlumberger for introducing New Technology in Azerbaijan. Managed a new lab startup with new personnel until it met customers full requirement and satisfaction

Title: Senior Project Engineer , – M-I SWACO - Jordan Duration July 2011 – March 2013 – M-I SWACO

The accountabilities and reporting lines of the Project Engineer are as follows:

Leadership of all M-I SWACO staff working at the rig site and accountability for the performance of the M-I SWACO personnel at the rig site. The Site Supervisor (Rig) will report to the Project Engineer.

Taking part in all BP's safety initiatives and setting of safety targets and goals for all M-I SWACO and sub-M-I SWACOs personnel performing work under the CONTRACT;

Ensuring high standards of environmental awareness and performance are maintained on the project.

Providing engineering coordination to the project for drilling fluids, completion fluids, drilling waste and logistics management

Taking full accountability for the technical quality, safety and environmental performance of all subcontracted services managed by M-I SWACO;

Closing out Inspection and Failure/Problem analysis reports. These shall be discussed and agreed on an individual basis by BP and M-I SWACO. M-I SWACO shall provide full details on problems and issues to ensure capture of lessons learned and continuous improvement.

Startup of a new and remote location successfully in limited time frame required.

With one rig operation in Jordan managed to contribute in 5% of All MEA New Technology sales in 2011 and 2012.

Regional Technical Manager – North Africa Duration: November 2009 – July 2011 – M-I SWACO

The Regional Technical Services Manager responsible in maintaining the marketing direction of new technology in the Region. The RTSM will support the commercialization of future technologies in order to obtain the maximum value for customer.

Provide supervision on regional and local analytical labs in terms of quality control and company standard HSE.

Provide engineering and technology support on the most critical projects within the region. Help prepare and participate in key technical sales presentations and assist with significant tenders. Develop and maintain effective relationships with technically oriented customer drilling personnel and fluid specialists.

Assist in the preparation of technical recommendations that will be included in programs for critical wells. Supervise and set projects and priorities for regional laboratories (if applicable).

Liaise closely with core Technical Services Engineering staff communicating the needs and requirements for regional engineering support services.

Won several key tenders based on Technical submission Introduction of many New Technology products and system. Managed and supervised 5 local labs in different countries in additional

to a regional lab

Account Manager for BP UK /Technical Advisor M-I SWACO Duration: June 2008 – November 2009

Responsible for coordinating fluids operations on an offshore rig with BP – Bruce – Harding projects and working with the technical department to fulfill any technical challenge enquiry within UK district and eastern hemisphere.

Introduced PRESSPRO RT real time hydraulic modeling to BP Harding.

One of the problems I solved was on Bruce platform project in UK to free a 7 inch liner got stuck. The operational cost saving alone was £7 million. For the Platform not to be shut down for sure would have much more cost-saving (drilling team would not capture this). BP gave me a silver bowl with engraving summary of the event. It is very rare BP give such an award for individuals. I introduced PRESSPRO RT (real time hydraulics centre) and WARP (Micronized Barite) in UK. As a result of my achievements I was promoted in 2009 as Regional Technical Manager – All North Africa, including Ethiopia, Eritrea, Somalia, Sudan, and Mali

Project Engineer, BP Azerbaijan – M-I SWACO Duration: September 2006 – June 2008

Responsible for coordinating fluids operations on an offshore rig with high pressure directional wells drilled with synthetic based or water based fluids that experience drilling problems such as lost circulation and hole cleaning where ECD management is required.

This was a demanding high profile position working with motivated drilling teams. Leadership in HSE matters is one of the most important aspects of the job.

Project Engineer, Conoco Phillips Qatar - Halliburton Duration: 2005 – August 2006

Responsible for assessing service delivery requirements and coordinating movements of equipment, materials, and personnel within customers' accounts. Supervise the day- to-day activities of individuals performing wellsite services and job/resource planning roles; co-ordinate the engagement and use of third-party services and equipment; Supervise those engaged in a job and/or resource planning role.

Utilizes technical and/or operational expertise to provide service delivery solutions for customers; order equipment specific to customer specifications.

Conduct pre-job and post-job meetings with appropriate service delivery staff; provide final approval on sales orders prior to invoicing; communicate effectively with customers and service delivery staff to resolve service delivery issues and irregularities. Interface and work effectively with Field Service Quality coordinator pursuant to service quality, employee development, worksite safety, and process improvement processes and issues.

Office Based Senior Technical Professional, Qatar - Halliburton Duration: 2004-2005

Responsible for the development and implementation of the Drilling Fluids, Completion Fluids and/or Surface Solutions System recommendations, Work Process Procedures and Well Bore Management Practices used in providing a complete well bore and waste management solution to the client. Provided remote supervision of the field service representatives or service supervisor, oversaw the post well audit process and was responsible for delivering all

information relevant to management of the well bore construction process.

Office Bases Technical Advisor, Aberdeen UK Halliburton Duration: 2002-2004

Was recognized as subject matter expert and provided application expertise and any special technical data to Business Development, Application Engineering, Training, External Customers and Operations to support product and service applications globally. Mentored to less experienced personnel and referred users to appropriate Technical Content of Product/Services and revised and used web pages on Halworld.

Senior Drilling Fluids Engineer, Egypt, Oman, Qatar, UAE and Kuwait Duration: 1995-2002 – Halliburton

Provided cross-functional fluids expertise for technical support on rig sites and/or customer's operational offices for high profile well projects, assignments required sufficient technical expertise to assure competence as a fully trained fluids professional (Drilling, Completion and other Fluids engineering as required).

Senior Technical Sales Representative Duration: ATCO Trading, Kuwait 1992 – 1995

Responsible for sales of Pollution control equipment, plate heat exchangers. Drag reducing agencies, anticorrosion chemicals, lube oil separators, water treatment with U.V, Alfa Laval Centrifuge for oil industry and sewage Dewatering and Industry Cooling Systems.

Professional Achievements

- BP Silver Award for providing a new solution to free differential stuck pipe in ERD well and saving BP 7 Million Dollar.
- Working with country team to Introduce PressPro RT to BP in UK.
- Working with country team to Introduce WARP Technology to BP in UK
- Contribution to Winn key project in North Africa while working as a regional technical manager Working with country team to Introduce PressPro RT to SHELL in Egypt as first application in North Africa and MEA.
- In 2012 managed with the team in Jordan to sell numerous new technology products like KLA-GARD B, ULTRACAP PLUS, ONE-MUL and MUL-XT. As a result with one rig operation only Jordan contributed 5% of all MEA new technology sale in 2012 and 2013. It
- was the most profitable location in all MEA.
- In 2013/2014 as a technical manager in Azerbaijan working with the team introduced ULTRADRIL to a client and due to its success been selected for Bronze award by Performed by Schlumberger and also for Q2 Earnings Release Highlights.
- Successfully introduced high performance water base mud in Kuwait with Kuwait Oil Company that resulted in winning company technical excellence award and 2020 Stevie Gold Award for the Innovation in Technology Development. Won 2021 Stevie Gold Award with Baker Hughes.

I was awarded from Kuwait government for returning a valuable painting I discovered it was stolen as per below link.

<https://www.aljarida.com/articles/1581606668046233200/>

Publications and Presentations

Heikal, A., "Wellbore Stability, Stabilization and Strengthening." Bahrain, March 16-17, 2005. Heikal,

A., " PressPro RT" Presentation November 19, 2009 - BP - United Kingdom

Heikal, A., " High Performance Water Base Mud - ULTRADRIL" for Khalda Petroleum, March 17, 2010 - Egypt

Heikal, A., "WARP Technology" ENI, May 25, 2010 - Algeria

Heikal, A., "Provision of Mud Chemicals, Equipment & Engineering Services For Offshore Operations" June 21, 2011 - Qatar

Heikal, A., " M-I SWACO Software Capabilities" January 11, 2012 - BP –Jordan

Heikal, A., " KLA-SHIELD High Performance Water Base Mud " January 20, 2017 - KOC - Kuwait Amr

Heikal (Kuwait Drilling Fluids) | Mohamed El Banna (M-I Swaco a Schlumberger Company) | Gabe

Manescu (M-I Swaco a Schlumberger Company) | Mohammed Al Mulaifi (Kuwait Oil Company) |

Ibrahim Mohammed (Kuwait Oil Company) - SPE-192050-MS

SPE Asia Pacific Oil and Gas Conference and Exhibition, 23-25 October, Brisbane, Australia

Qualifications/Training

- B.Sc (Biochemistry), Alexandria University (1992)
- Project Management Professional (PMP) – (PMI) - PDUs 35
- Finance for Non-Financial Managers - (NASBA) - (CPE): 2.60
- Managing Resources Across Project Teams – (PMI) – PDUs 1.5
- Business Development: Strategic Planning
- How to Design and Deliver Training Programs
- Project Management Foundations – (PMI) - PDUs 3.25
- Project Management Foundations: Ethics – (NASBA) – (CPE): 1.8
- Project Management Foundations: Requirements – (NASBA) – (CPE): 0.5
- Project Management Foundations: Schedules - (PMI) – PDUs 2.0
- Project Management Foundations: Budgets - (NASBA) – (CPE): 2.0
- Project Management Foundations: Teams - (NASBA) – (CPE): 0.5
 - Project Management Foundations: Communication – (NASBA) – (CPE): 1.8
 - Project Management Foundations: Risk - – (NASBA) – (CPE): 2.0
 - Microsoft Project 2019 & Project Online Desktop Essential Training -NASBA (CPE): 9.0
 - Become a Project Manager
 - Data Science Foundations: Fundamentals - (NASBA) - (CPE): 7.60
 - Leading with Emotional Intelligence - (NASBA) - (CPE): 1.60
- Project Management: Technical Projects - (NASBA) - (CPE):2.20
- Technical Writing: Reports - (NASBA) - (CPE): 4.00
- Writing a Proposal - (NASBA) - (CPE): 3.80
- Technical Recruiting - HR Certification Institute®(HRCI®)
- Lean Foundations - – (PMI) - PDUs 1.5
- PMI Agile Certified Practitioner (PMI-ACP) – (PMI) PDUs 1.75
- Communication Foundations (PMI) - PDUs 1.25
- Operations Management Foundations - (PMI) - PDUs 2.25
- Jeff Dyer on Innovation – (PMI) - PDUs 1.0

- Leading with Innovation – (PMI) - PDUs 1.5
- Risk-Taking for Leaders – (NASBA) – (CPE): 1.8
- Fostering Innovation – (NASBA) – (CPE): 1.6
- Change Management Foundations - (NASBA) - (CPE):2.60
- Transitioning to Management for Salespeople
- Identify Sales Growth Opportunities
- Salesforce for Sales Managers – (NASBA) – (CPE): 1.0
- Become a Sales Manager
 - Measure Salesforce Effectiveness
- Sales Channel Management
- Sales Coaching
- Sales Performance Measurement and Reporting
- Sales Forecasting
- Sales Management Foundations
- Become a Supply Chain Manager
- Careers in Supply Chain and Operations - (NASBA) –(CPE): 1.4
 - Job Skills: Supply Chain and Operations - - (NASBA) – (CPE): 1.2
- Purchasing Foundations - (NASBA) – (CPE): 2.2
- Supply Chain Foundations - - (NASBA) – (CPE): 2.6
- Logistics Foundations – (PMI) - PDUs 1.5
- Process Improvement Foundations – (PMI) - PDUs 1.5
- Lean Six Sigma Foundations - – (PMI) - PDUs 1.25
- Leading Projects – (PMI) - PDUs 2.25
- Operational Excellence Foundations – (PMI) - PDUs 1.5
- Six Sigma Foundations – (PMI) - PDUs 1.75
- Time Management Fundamentals - (NASBA) – (CPE): 5.0
- Construction Management: Safety & Health - (PMI) - PDUs 1.25
- Construction Industry: Techniques and Technology
- Foundations of The Fourth Industrial Revolution (Industry 4.0)
- Leading Globally- (NASBA) – (CPE): 2.2
- Shell Drilling and completion fluids – Kuwait 2016
- Project Management – Pau, France 2014
- HSE 3 For Managers – Baku, Azerbaijan 2014
- Project Management – Cairo 2011
- Deep Water School – Thailand (2010)
- Smith Business Skills Development Workshop Dubai (2007)
- One-Trax M-I Swaco Oman (2007)
- IFE – Rig Evaluation – Romania (2007)
- IFE – Completion Fluids – Baku Azerbaijan (2007)
- Virtual Hydraulics and completion hydraulics – Baku Azerbaijan (2007)
- • Halliburton International Program, Texas (2006)
- • Business Management Certificate, Aberdeen college (2005)
- • Project Management, Aberdeen, UK (2004)
- • Presentation Skills, Aberdeen, UK (2004)
- • Service Quality for supervisors FSQC,UK (2004)
- • Microsoft Project - Level 1 (2004)
- • Microsoft Excel - Level 3 (2004)

- • Effective Writing, Aberdeen, UK (2003)
- • Negotiating Skills, Aberdeen, UK (2003)
- • Value Selling Skills, Aberdeen, UK (2003)
- • DFG Drill Ahead, Cairo, Egypt (2001)
- • Baroid Drilling Fluids School, Houston, USA (1996)
- • Quality Service Skills, Houston, USA (1996)
- • Basic Safety Awareness, Houston, USA (1996)
- • Drilling Fluids Technology, Phase III (1996)
- • BAROID Integrated Fluid Technology (IFT), Aberdeen, UK (1999)
- • Strategic Selling - MILLER HEIMAN
- Safety Courses
- Annual Driving Defense
- First Aid and CPR Academic Training
- Personal Protective Equipment
- Back Safety Training
- Ergonomics - General Awareness
- Environmental Awareness
- Substance Abuse and Blood Born Pathogens
- Community CPR - American Red Cross, Houston, USA (1996)
- First Aid - American Red Cross, Houston, USA (1996)
- ASA, Stop
- Basic Offshore safety Induction & Emergency Training (including Huet & EBS), Baku 2006
- Fatigue Management level 1
- Fatigue Management level 2
- Hazard Identification
- Observation and Intervention
- IT Security Level 2
- Health and Hygiene

GEOGRAPHICAL EXPERIENCE

- United Kingdom Offshore
- Kuwait Onshore and Neutral Zone
- Egypt Western Desert, Offshore Mediterranean, and Red Sea
- Qatar Offshore
- Saudi Arabia Onshore and Neutral Zone
- UAE Onshore
- Oman Onshore
- Azerbaijan Offshore
- Kingdom of Jordan Onshore
- All North Africa as a regional technical support manager (Egypt, Libya, Tunisia, Algeria, Morocco, Mauritania, Ethiopia, Somalia, and Sudan)

Personal Statement

You have to dream it before you can achieve it. Identifying my work values is essential to choosing a satisfying career. Be a sponge of learning about technology, entertainment and culture. Learn what makes others tick and where things are going in society. What mostly motivates me at work is always being there to lend a helping hand, whether it is to a co-worker or someone from another company.

Volunteering in my Local Community

Member in community Maadi Green. This community help to keep Maadi clean and encourage local population for waste recycle. Started Go Green Initiative to plant Shuiba Industrial town desert area in Kuwait.

Memberships:

Fellow the Royal Society of Chemistry. FRSC

Full Member - Sigma Xi, The International Scientific Research Honor Society Chartered Fellow Manager - Chartered Management Institute. CMgr FCMI - CChem – Chartered Chemist the Royal Society of Chemistry

FIScT - Fellow the Institute of Science and Technology, Registered scientist RSci IChemE's Associate Fellow. AFIChemE

International Judging:

Stevie Awards for Sales and Customer Service

Stevie Award for New Product & Service and solution. Stevie Awards New Products & Information Technology. 2020 Golden Bridge Business and Innovation Awards.

2021 CODiE Award products for Best Sales & Marketing Intelligence Solution