TECHNICAL EDUCATION ACADEMY

Amr Mohamed Chams El dine Abdel Samad

Instructor

A global business consultant with more than 17 years of international experience advising Fortune 500 companies, multinational oil and gas organizations, FMCG businesses, and government entities across supply chain, lubricants, sales, and HSE functions. Recognized as a subject matter expert in market expansion, operational excellence, and strategic transformation across Europe, Africa, the Middle East, and Central Asia. Has provided high-level advisory support to oil and gas boards and C-suite executives on commercial mindset development, growth strategy, risk management, and contract safety leadership.

Core areas of expertise include supply chain transformation, lubricants sales and marketing, HSE and risk management, large-scale contract management, continuous improvement, and commercial management for both upstream and downstream oil and gas operations. Possesses strong expertise in road transport safety management and is fluent in Arabic, English, French, and Russian.

Has held senior consulting and leadership roles across major international organizations. In a current role as Commercial Consultant for Lubricants Supply Chain and Sales, supports market expansion in Egypt and Africa, leading distributor-based growth strategies, sales and marketing development, and supply chain optimization. As Co-Founder and Senior Consultant of a consulting business, has delivered advisory services in supply chain, transport management, road transport safety, contract management, and HSE auditing across Egypt, the Middle East, and Africa.

Previously served as Country Supply Chain and HSE Director in Kuwait, with responsibility for supply chain and logistics operations across Kuwait, Oman, Kazakhstan, and Egypt, managing a budget of approximately USD 200 million. In this role, delivered major safety leadership improvements within six months and received Goal Zero recognition, while managing senior stakeholders including vice presidents, general managers, and global supply chain directors. Earlier, led supply chain and contract safety transformation within a joint venture environment in Egypt, overseeing a contractor budget of approximately USD 300 million, introducing Lean continuous improvement initiatives, and developing an organizational plan approved by the board.

Holds a Bachelor of Science in Mechanical Engineering from Cairo University and a French Baccalaureate from Collège de la Sainte Famille in Cairo. Additional professional development includes project management studies, leadership coaching, and certifications in Lean continuous improvement, HSSE auditing, sales and operations planning, road transport safety improvement, and auditing in technical environments.

Combines strong commercial acumen, operational leadership, safety expertise, and multicultural experience to help organizations improve performance, strengthen governance, and achieve sustainable growth.