



# ELIAS EMILE EL ETER

## ADDRESS:

LEBANON - BEIRUT

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## OBJECTIVE

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Seeking a challenging position with a progressive organisation, which may utilize my experience, education, skills, and abilities in the following:

- ❖ Fields: Electronics, Electrical, Telecommunication and Communication
- ❖ Domains: Oil & Gas, Telecommunications, Contracting, Education and Teaching.
- ❖ Positions: Senior Management, Contract management, project management, Bid management, Technical support and Teaching.

## EDUCATION

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1984 - 1989

**Lebanese University, Faculty of Engineering, Sec. II, Roumieh.**

- Masters of Engineering.
- Major: Electrical & Electronics Engineering.
- GPA: 3.73 (out of 4)

## COURSES

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**SENIOR PROJECT:** Computer Aided Design of a **VHF POWER AMPLIFIER.**

**UPPER LEVEL COURSES:** Electronics, Electricity, Microprocessors, Digital Circuits, Lighting, Fiber Optics, Automatic Control, Television, Telecommunications, Modulations, Antennas, Power transmission lines, Power electronics, etc ...

**SW LANGUAGES:** Pascal, Fortran, Basics, Quick Basics, Assembly Languages.

## PROFESSIONAL EXPERIENCE

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04/2013 -0 7/2018 *Director - Oil & Gas*

09/2011 -0 4/2013 *Technical Manager*

Autochim Systems Abu Dhabi LLC

Abu Dhabi - U.A.E. , P.O.Box: 26166, Abu Dhabi

*Fire & Gas Tech. Dept., sales & Marketing Dept. and Procurement Dept.*

*Safety & Automation Systems & Services*

- Report directly to CEO.
- Manage 3 departments: Technical, Sales & Marketing and Procurement.
- Lead & Manage the activities of the teams of engineers and technicians (20-25 members).
- Ensure the profitability and growth of the company YTY.
- Revise & advise on the terms and conditions of the principals' and suppliers' agreements & clients' contracts.
- Oversee the departments' resources and budgets.
- Negotiate & close out commercial contracts.

04/2010 -04/2011      *Global Bid Manager* (B&P MEA)

12/2005 - 04/2010      *Wireless Pre-sales Engineer* (B G - Wireless)

05/2000 - 12/2005      *Technical Support Engineer* (AND-Wire Line)

Alcatel-Lucent Trade International A.G.

Abu Dhabi - U.A.E., P.O.Box: 45364, Abu Dhabi

- Managing MTN Global Account in EMEA (NWCA, SEA, ME)
- Managing the different MTN bids (multi-technologies & Turn Key offers) issued by the OPCO's of 21 countries &/Or MTN Head-Quarter.
- Leading & Managing the B&P team located in different countries (U.A.E., France, South Africa, Belgium, Egypt, Cote D'Ivoire, Nigeria, etc...) being responsible of the overall (End to End) offers.
- Directing all the activities of the proposal development team based on the proposal plan.
- Responsible to provide full technical support for our customers in the UAE and in the region, conduct the testing & commissioning and give support to the sales team.

10/1999 - 05/2000      *Communication Engineer*

01/1994 - 12/1997      *Communication Engineer*

Saad Trading & Contracting Co.

AL Khobar - K.S.A. , P.O.Box: 3250, AL Khobar 31952

- Performing Project Management for turn key projects, Facility Management after implementation & execution and special task assignments.
- Responsible of the procurement, design, Installation & Commissioning and Maintenance of the following systems: SMATV, CCTV, Public Address, Audio-Visual, Wireless communication, Security Access & Tour, Fire Alarm, Life saver nurse call system and Integrated locating system.

08/1998 – 04/1999      *Sales Engineer*

Energy M.E.

Beirut - Lebanon

- UPS (Riello and Benning), Chargers & Converters (Benning) and Sealed lead acid & NI-CD batteries (Dryfitt & Sonnenschein).

01/1998 – 08/1998      *Electrical Engineer*

Electricite De France – E.D.F.

Beirut - Lebanon

- Rehabilitation of private MT/BT Cells.

06/1991 – 01/1994      *Communication Engineer*

Lebanese Broadcasting Corporation (L.B.C.I.)

Adma – Lebanon

- In-charge of the installation, maintenance and supervision of a **VHF** broadcasting station that included a VHF Transmitter, Antennas, Microwave links, Lightning protection, an UPS and a generator.

09/1990 – 06/1991      *Teacher*

Official Technical School of Deir EL Kamar

Deir EL Kamar – Lebanon

- Electricity, Mathematics, Physics.

## LANGUAGES

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Arabic – Fluent (Native), French – Very good, English – Fluent.

## COMPUTER SKILLS

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A fair knowledge of Unix/Linux and Windows Microsoft Office (Excel, Word, Power Point, ...).

## HOBBIES

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Swimming, Volley-ball, Basket-ball, Table-tennis, Backgammon, Chess.

## REFERENCES

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Available upon request.