

AKL Elie
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Lebanese
Single
30th of August 1983

BUSINESS EXPERIENCES

- 2010**
09 Aug 2010-Present
(ELV Integrated Systems Unit)
- **HERMES Trading SAL / Beirut, Lebanon**
Address: Hermes Bldg – Achrafieh, Beirut, Lebanon
Tel: +961. 1. 44.42.00
Business Unit Manager (Integrated Systems):
 - IOT solutions providers
 - Integration hardware/software of low current systems from Schneider Electric, Eelectron, Auta, Texecom, ekey, tense, intesis & legrand (Home Automation SCS, KNX, CCTV analog/IP, Access Control, Videophone, Intrusion Detection, Fire Detection, Room Management System for Hotels, Emergency Lighting, Central Battery System...)
- 2008 - 2010**
02 June 08-05 Aug 10
(Systems Department)
- **Dantziguian Hrayr Automation Systems / Metn, Lebanon**
Address: Dantziguian Bldg – Mkalles, Metn, Lebanon
Tel: +961. 1. 68.37.70
Product Manager Fire Safety & Security (Integration Of SIEMENS BUILDING TECHNOLOGIES PRODUCTS)
- 2007 - 2008**
12 Feb 07-30 Apr 08
(Sales Department)
- **Diagonal Image / Horsh Tabet, Lebanon**
Address: Salem Center – Horsh Tabet, Beirut, Lebanon
Tel: +961. 1. 49.49.33
Sales Consultant (Microfilm Reader Printers, Digital Scanners, Multimedia LCD Projectors)

TRAININGS

- 2006**
14 March - 16 Oct 06
(Dept. of research and Development)
- **Jinny Software / Fanar, Lebanon**
Address: Samra Center – Fanar, El Metn, Lebanon
Tel: +961. 1. 90.08.18
Training in PHP/ MySQL language, design and development of an application for USSD project
- 2004**
1st July – 30 Sept 04
- **OGERO National Network Control Center**
Address: MoT Building, Bechara El Khoury Street, Beirut - Lebanon
Tel: +961.1.66.22.60
Training in Networking, Microwave links project
- 2003**
07 July- 31 Aug 03
(Telecom Department)
- **Banque Libano-Française SAL**
Address: Geitawi, Lebanon
Tel: +961.1.79.13.32
Training in networking, linking & programming

PROFESSIONAL CONFERENCES

- 2019**
26 Feb- 27 Feb
- **ARTIFICIAL INTELLIGENCE, DIGITAL REVOLUTION & IMPACT ON THE ECONOMY (ORDER OF ENGINEERS & ARCHITECTS BEIRUT)**
 - Overview of latest and projected innovations in the application of Artificial Intelligence in industry, computing, consumer devices...
 - Implications of AI & Digital revolution on the economy (opportunities for new business models, implications on the architecture & engineering professions...)
 - Implications of the massive increase in data generation on productivity, manufacturing, industry solutions...
- 2018**
06 Nov- 07 Nov
- **SMART CITIES (ORDER OF ENGINEERS & ARCHITECTS BEIRUT)**
 - Towards an urban resilience between high tech & low tech
 - Machine learning and urban physics for resource management in Beirut
 - The Catalan quest to improve future urban living
 - Making cities smarter through urban agriculture
 - IOT & communication technologies in smart cities
 - Digitizing the city
 - From smart building to smart city: the way ahead
 - The rise of smart buildings
- 2018**
05 April- 06 April
- **Schneider Electric Innovation Summit Paris**
 - IOT, digitization and artificial intelligence: Transforming the worlds of energy management and automation
 - Powering the digital economy to increase efficiency, business growth and profitability
 - Focusing on seven segments: Consumer packaged goods, data center, healthcare, high-end commercial offices, hotels, oil & gas, retirement homes

PROFESSIONAL SEMINARS

- 2017**
11 Dec- 12 Dec 17
- **The ekey EXPERT workshop**

Presented by Georg LEUTGEB (ekey biometric systems GmbH, LINZ, AUSTRIA)

(Systems Infrastructures, Protocols, Programming, Architecture, Software Overview, Integration to third parties, planning, commissioning)
- 2015**
23 Nov- 24 Nov 15
- **SMART STRUXURE LITE SOLUTION**

Presented by Hussein ALSHORMAN (Schneider Electric East Mediterranean Offices, BEIRUT, LEBANON)

(SmartStruxure Solution Principles: Protocols, Deployment, Programming; EcoStruxure, Web Services, Architecture, Software Overview, Licensing Overview, Open Standards & Integration, Communications protocols for SmartStruxure Solution)

2015
17 Mar- 19 Mar 15

- **INTEGRATED HOME AUTOMATION & SOUND WITH MYHOME**

HOTEL SOLUTIONS WITH SCS

NUVO ANALOG / IP DISTRIBUTED AUDIO

Presented by Sebastien MERLY (LEGRAND Offices, BEIRUT, LEBANON)

(Topologies, Basic interfaces, Physical / Logical limits, Scenario programmer, MyHomeSuite principles, Architecture of hotel room management solution, Technical specifications of the components of hotel room management solution, Overview of the supervision software; Introduction to NUVO, System design and specifications, installation and troubleshooting techniques required to design, install and configure a residential IP based distributed multi room audio system installation)

2013
09 Sept- 13 Sept 13

- **DUOTECNO ADVANCED HOME AUTOMATION TRAINING**

Presented by Jelle TERRAS (Duotecno, Bruges, BELGIUM)

(Configuration & Programming, Creating Scenarios, Touch Screens Programming, Integration to third parties, Home Manager Configuration)

2013
03 Sept- 06 Sept 13

- **DUOTECNO BASIC HOME AUTOMATION TRAINING**

Presented by Jelle TERRAS (Duotecno, Bruges, BELGIUM)

(System & Protocol Overview, Bus Structure & Specifications, Module Properties, Architecture & Wiring, Design Principles, Basic Installation)

2012
24 April- 26 April 12

- **ACCESS CONTROL IN KNX SYSTEM (eSuite Software Management)**

Presented by Paolo SEGU (Eelectron Training Center, Milan, ITALY)

(eSuite Software Installation: License, Clients, Client/Server Installation, Firewall Settings. Eservice / EKnx / EMonitor Modules. ETool Module: Features, Workspace, Zone property, Object Properties, Groups, Timers, Tools, ETS Import. EDome Module: Features, Workspace, Supervision, Access Control/Planner, Guest & Services, Log Transit, Log Alarm, Log Make Up Room, Log KNX Values, Logs Features, Timers, Groups Value. EProg Module: Features, Card Data Info.)

2011
21 Nov- 24 Nov 11

- **VANTAGE INFUSION CERTIFICATION COURSE**

Presented by Bart STUYVEN (LEGRAND Dubai Silicon Oasis, Dubai, UAE)

(System & Protocol Overview, Design Centre, Tasks Wizard, Procedures Wizard, Integration With Third Parties, Vantage Objects, Variables, WebPoint)

2011
14 Nov- 15 Nov 11

- **BRAND - REX CERTIFICATION COURSE**

Presented by Babu KHAN (HERMES Offices, BEIRUT, LEBANON)

(Copper System Design, Copper Components, Copper Transmission, Optical System Design, Optical Fiber Testing, Fiber Testing Requirements, PoE & Wireless, Earthing & Bonding, Installation Issues)

2010
13 Dec- 17 Dec 10

- **KNX CERTIFICATION COURSE**

Presented by Melih PEKINER (Dimel, Istanbul, Turkey)

(Protocol Overview, arguments, communication, topology, telegram, bus devices, powerline, installation, ETS3 planning basic, ETS3 commissioning, ETS3 diagnostic)

- 2010**
21 June- 24 June 10
- **SCS BASIC CERTIFICATION COURSE**
Presented by Talha WADOOD (LEGRAND Dubai Silicon Oasis, Dubai, UAE)

(home automation marketing approach and project approach, install and configure the products, perform troubleshooting and organize system maintenance, integration between comfort, security and energy saving)
- 2010**
19 Apr- 30 Apr 10
- **XLS / XLS Voice Fire Detection System**
Presented by Abdel Aziz SADOUK (DHAS, Beirut, Lebanon)

(System Overview, line devices, PMI: Person Machine Interface / Operation, System Functions, Networking between panels, Calculation Tool, installation and commissioning of XLSV integrated voice evacuation system, XLSV modules / devices, configuration tool ZEUS to modify / transfer customer programs to XLSV system)
- 2009**
27 July- 30 July 09
- **SINTESO FS20 Fire Detection System**
Presented by Gerald Codourey (Siemens Building Technologies, Zug, Switzerland)

(System Overview, FD Net line devices, New Panel Hardware, PMI: Person Machine Interface / Operation, System Functions, Software, Calculation Tool)
- 2009**
06 July- 10 July 09
- **SiPass Entro Technical / SiPass Integrated Base E**
Presented by Detlev Pruefer (Siemens Building Technologies, Zug, Switzerland)

(SiPass Entro / Integrated: architecture, functionalities, software installation, hardware components, software license rules, system features)
- 2009**
29 June- 03 July 09
- **CCTV Specialist-First Step / SISTORE AX/MX / CCTV Expert IVM**
Presented by Thomas Hitzner (Siemens Building Technologies, Zug, Switzerland)

(CCTV Fundamentals, SISTORE AX/MX hardware, configuration, applications, IVM Configurations, IVM Clients)
- 2009**
23 June- 26 June 09
- **Intrusion Basics and Portfolio/Intrunet SI400**
Presented by Kurt Mueller (Siemens Building Technologies, Zug, Switzerland)

(Intrusion Basics, Panel Overview, Panel Concepts, Detector Overview, Detector Principles, Applications, Functions, Installation and commissioning of SI 400)
- 2008**
26 May- 27 May 08
- **The Big Kahunah Sales Coaching Seminar**
Presented by coach Samir Zehil (WYDNER COACHES, Beirut, Lebanon)

(The 5 pillars of sales : “Prospecting - Interviewing - Presenting - Getting commitment-follow up”, Relationship Selling, Strategic Selling, Negotiating for Sales Rep, Communication and Time Management for Sales Rep, Coaching for Sales Rep, Time Wasters in Sales)

EDUCATION

- 2001-2006**
- **Faculty of engineering in computer and telecommunications.**
Option: Telecommunications and Networking
Antonine University – Baabda, Lebanon
- 2000**
- **Lebanese Baccalaureate, Elementary Mathematics.**
Antonine Sisters School – Hazmieh, Lebanon

TECHNICAL SKILLS

Programming Languages	HTML, Visual Basic, Java, PHP / MySQL, XML, Assembly, VHDL
Operating Systems	Windows 2003 pro/server, Linux (initiation)
Software Packages	Oracle SQL, Microsoft Office, Matlab, Corel Draw, Adobe Photoshop, Adobe After Effects, Latex, AutoCAD
Network Technologies	OSI, ISDN, X25, TCP / IP, GSM / GPRS, UMTS, KNX, C-BUS

LANGUAGES

Arabic	Excellent written, read and spoken
French	Excellent Written, read and spoken 27-Dec-2004: Comprehension Orale DALF (Diplome Approfondi de Langues Francaise). 19-July-2005: Comprehension Et Expressions Ecrites DALF (Diplome Approfondi de Langues Francaise).
English	Excellent written, read and spoken

DIVERS

Hobbies	<ul style="list-style-type: none">• Music• Swimming• Basketball
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REFERENCES

Mr. Nassim NASSIF	Technical Manager “Diagonal Image” Tel: + 961. 3. 76. 59. 10
Mr. Zahi AZOURI	Head Of Credits - Risk Division “Banque Libano Francaise” Tel: + 961. 3. 25. 46. 96