ENG. FAISAL ABDUL SAMAD

BEIRUT LEBANON
PHONE: (+961 3-074628)
E-MAIL: faisalasamad@outlook.com

Objective

To pursue a challenging job with a reputable local or multinational organization in the fields of Information Technology, Management, Sales, Engineering, Telecommunication, Security Solutions, Customer Service, and Public Relations, with a potential growth.

Professional experience

❑ 2018 – 2019

My own company **RFC (Real Force Contracting)**, Beirut Lebanon

General Contracting (Low Current, Networking, interior design)

❑ 2018

Lebanese IT Syndicate
Founding Member – Board Management

❑ 2010 – 2018

Company name: WMT (Beirut – Lebanon)

Position: Business Development Manager.

Product: Educational Sector. (School Management System and School information System for Schools in Lebanon and outside Lebanon. University Application (SIS).

Responsibilities:

- Developing sales strategies and setting targets
- Compiling and analyzing sales figures
- Keeping up to date with products and competitors
- Maintaining and increasing sales of the company's products.
- Reaching the targets and goals set for Sales department.
- Servicing the needs of the existing customers.
- Increasing business opportunities.
- Monitoring team's performance and motivating them to reach targets.

❑ 2004 – 2010

Company name: DESAM, ALECOM (Saudi Arabia)

Position: 3 years IT Manager - CIO (Chief Information Officer)

<u>Responsibilities:</u>

- Set objectives and strategies for the IT department
- Select and implement suitable technology to streamline all internal operations and help optimize their strategic benefits
- Design and customize technological systems and platforms to improve customer experience
- Plan the implementation of new systems and provide guidance to IT professionals and other staff within the organization
- Approve purchases of technological equipment and software and establish partnerships with IT providers
- Oversee the technological infrastructure (networks and computer systems) in the organization to ensure optimal performance
- Direct and organize IT-related projects
- Monitor changes or advancements in technology to discover ways the company can gain competitive advantage
- Analyze the costs, value and risks of information technology to advise management and suggest actions
- Manage information technology and computer systems
- Plan, organize, control and evaluate IT and electronic data operations
- Manage IT staff by recruiting, training and coaching employees, communicating job expectations and appraising their performance
- Ensure security of data, network access and backup systems
- Act in alignment with user needs and system functionality to contribute to organizational policy
- Identify problematic areas and implement strategic solutions in time
- Audit systems and assess their outcomes
- Preserve assets, information security and control structures

Position: Business Development Manager
Low Current (CCTV, Access Control, Gate Barriers,……etc)

<u>Responsibilities:</u>
- Developing sales strategies and setting targets
- Compiling and analyzing sales figures
- Keeping up to date with products and competitors
- Maintaining and increasing sales of the company's products.
- Reaching the targets and goals set for Sales department.
- Servicing the needs of the existing customers.
- Increasing business opportunities.
- Monitoring team's performance and motivating them to reach targets

❑ April 2003 – July 2004:

Company name : ZOD Security (Beirut Lebanon)

Position: Area Sales Manager (Security System).

Responsibilities and achievements:

- Responsible for selling all SECURITY equipment and solutions such as (lighting , Surge sys, Fire Protection, Safes, Bank security equipment, Bugler Alarm, Access Control (IDTECH) Automated Gates, Mail Screeners, C.C.T.V., Patrol Sys., Nurse Calling Sys., Video Interphone, Fingerprint Machines…Etc.
- Preparing the pre-sales presentations, quotations, demonstrations, and follow up with the clients till final delivery, collection and after sales support.
- Establish good relationship with customers and with new high profile prospects.
- Attended regular seminars and training sessions on all the products.

❑ 2001 – 2003:

Company Name: Saudi Mall Co: Jeddah(Saudi Arabia)

Position: Sales and Marketing Manager.

Responsibilities and achievements:

- Conducting comprehensive survey for the potential market and the various sectors for IT business. Customer relations and proposals for Card Printers, web designs and hosting, E cards, CDS, solutions for banks and big organizations in addition to security solutions (CCTV, PA, Access Control & Time Attendance, Gate Barriers, Intercom System,…..etc)
- Introducing the company and its services to the market and building a base for future business relations within the IT market.
- Acquired an important exposure of the Pc accessories in existing and intended IT projects.
- Acquired the necessary technical knowledge and awareness needed to support sales activities.
- Supervising a qualified team of technical sales people.
- Enhancing sales opportunities through the expansion of the scope of clients (partners and end-users).

Professional Training

- June – July 1999:

- Zuhair Fayez Partnership / Jeddah, KSA

I Did my summer Training in the information Technology   Department.
Emphasis: Software development in MS Rational Visual 6.0

- January – March 2003:

- Intersoft , Dubai UAE

Summer Training in selling security Systems, barcode
readers and printers, Proximity card readers and printers, POS solutions,

Software and Hand Punch Access control Machines

- Nov. 2014
  Two weeks of professional training on the Sales Force online application.

- Sept. 2003
  - Zod Security, Beirut
  Two Weeks of professional training on all the security solutions and equipments

- **June 2005**
  Eastern Link Information Technology
  Two Weeks of professional training on security solutions for the following products: {Simons Voss (Smart Cylinder , Inter M,(CCTV) Impro (Access Control), Iguard (Fingerprint)

Education

- Ukraine Eastern Public University
  Master Degree in Computer Technologies / 2000
  (Computer Engineering)

- Saint Severius College (Beirut – Lebanon)
  Bacc II – Experimental Sciences

.

Technical Skills

- Windows /Microsoft Office/VB 6.0 / C++
- Internet browsing and researches
- PC Hardware maintenance and PC assembling.
- Installing, maintain the CCTV systems, Access Control Systems, Fire Alarm Systems, Intrusion System…...

Languages

- Arabic,   native language.
- English,   excellent spoken and written commands.
- Russian   excellent spoken and written commands

Personal Details

- **Nationality:** Lebanese

- **Date of Birth:** 20.Sep,1973

- **Marital Status:** Divorced with one child

- **Driving License:** Lebanese DL

Interpersonal Skills

- Self-motivated, enthusiastic, quick learner, excellent communication skills…