

# SAID KHODER

## Information Technology

## Consultancy, Management & Administration



## Contact

### Address:

CCIAT Center 2nd floor, Chamber of Commerce, Industry & Agriculture

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## Languages

- English
- French
- Arabic

## Hobbies

- Sports (Soccer – Table Tennis)
- Cooking
- Listen to music and songs

## Summary

SAID KHODER, A holder of a Masters Degree in Computer Engineering, with a vast experience in Information Technology from a technical and business perspective. My experience spans several regional institutions where I held several key technical and managerial roles.

## Skill Highlights

- IT Administration and Consultancy.
- Business Development Strategies
- Account Management and Customer Support.
- Sales Management, quotations preparation and deals negotiation.
- Extensive experience with identifying organizational needs and executing suitable proposals and solutions.
- Ability to handle high pressure environment.
- Ability to work in a fast paced, intense work culture and can adapt to constant changes and competing priorities.
- Multitasking and timely deliverance.
- Ability to think out-of-box and come out with different line of approach to problem solving.
- Excellent personal & business ethics and integrity.
- Self-motivated & result oriented individual with good interpersonal skills.

## Experience

- Year 2018 to Date **Consolidated Consultancy Group**, Boulevard, TRIPOLI  
**IT Consultant – Senior Account Manager**
- Year 2011 to 2018 **Chalhoub Group**, ACHRAFIEH, BEIRUT -SOGEDIMO ERBIL (LDC LEBANON and ERBIL IRAQ)  
**IT Manager**
- Year 2007 - To 2011 **EANDE SAL**, ACHRAFIEH, BEIRUT (CHALHOUB GROUP SISTER COMPANY)  
**Network Administrator**
- Year 2003- Year 2007 **TRIPLEC**, ZOUK MIKAYEL, JOUNIEH  
**System Engineer**
- Year 2001 **CANADIAN LEBANESE GROUP**, MINA, TRIPOLI  
**Hardware Teacher**
- Year 2000 – Year 2001 **ALBA** (UNIVERSITY OF BALAMAND)  
**LAB Administrator**

## Education

- Year 2000 – Year 2002 UNIVERSITY OF BALAMAND, BALAMAND, KOURA  
**Master Degree of Computer Engineering**
- Year 1997 – Year 2000 UNIVERSITY OF BALAMAND, BALAMAND, KOURA  
**Bachelor Degree of Computer Engineering**
- Year 1996 SAINT ELIE DES PERES CARMES, ZAHRIEH, TRIPOLI  
**The Lebanese Baccalaureate in Experimental Sciences**

## Special Abilities

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- Business Development, IT Consultancy & Management
- Sales & Marketing
- IT Administration (Windows Server Platform)
- Network Monitoring, Data Analysis and Reporting (PRTG)
- Data Protection (Security Strategy & Backup Procedure)
- Active Directory, File Sharing & Users Permissions
- Customer Support & Service Desk Management
- Infrastructure Maintenance LAN / WAN
- Network & Systems Security
- Firewalls/Routers/Link Balancer/Web Filter Management
- ERP and CRM Administration
- Backup & Restore Procedures
- Video & VOIP Solutions

## Trainings/Certifications/Workshops

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- Year 2023 Acronis Academy  
**Cloud Sales Associate**
- Year 2021 Microsoft Azure Fundamentals Certification (Microsoft)  
**MS Azure Certified**
- Year 2019 Microsoft Academy  
**MOS (Microsoft Office Specialist)**
- Year 2018-2019 SIENCE OF SALES INSTITUTE, in partnership with HEED (Care Tripoli)  
**Sales Management and Marketing Program**
- Year 2013 AZM CAMPUS, TRIPOLI LEBANON  
**CCNA3 (Completed)**
- Year 2011 CHALHOUB OFFICES DIP, DUBAI (EMIRATES)  
**Business Application Retail**
- Year 2010 LU, TRIPOLI  
**CCNA1 (Completed), CCNA2 (Completed)**
- Year 2005 MICROSOFT, LEBANON  
**MCP (Microsoft Certified Professional)**
- Year 2005 CENTER FOR STRATEGIC DEVELOPPEMENT, LAU (JBEIL)  
**Technical Support for LAN**
- Year 2003 CHAMBER OF COMMERCE, TRIPOLI  
**MCSE**
- Year 2001 SWITCHING DEPARTMENT MAIN EXCHANGE, OGERO (TRIPOLI)  
**Maintenance of the ALCATEL OCB 283**

## Major Projects

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- Enhance and maintain the IT Infrastructure and Network for many organizations in Lebanon: APEC Petroleum, ECO Gaz, Chamber of Commerce Industry and Agriculture of Tripoli, University of Balamand, Tripoly University, City University, Danish Refugee Council, Islamic Hospital, Perl Brands, Social Services Medical Center and many others. **(Consolidated Consultancy Group)**
- Build and execute short- and long-term sales and marketing strategy for CCG. **(Consolidated Consultancy Group)**
- Data Protection & Active Directory Migration: Servers, Workstations, Users, Emails and Profiles. **(Chalhoub Group LEBANON)**
- Warehouse Installation: Routing, Switching, Security and VPN. **(Chalhoub Group LEBANON)**
- Head Offices in Lebanon and Erbil Infrastructure, Network and Applications Implementation. **(Chalhoub Group)**
- Migrating of data and emails to the Cloud and Office 365 Configurations in LDC. **(Chalhoub Group LEBANON)**
- Planning and Execution of sales and marketing strategies for on premise and cloud products. **(Consolidated Consultancy Group)**
- Installation and Configuration of an ATTENDANCE CONTROL SYSTEM (HANDPUNCH Recognition Machines) in Jabal Omar Company – Mekkah (SAUDI ARABIA). **(TripleC)**

## References

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- Mustafa Badawi (CEO of CCG) – 961 76 496429
- Ralph Eid (CEO of EandE SAL) – 961 1 611401
- Ghassan El Jisr (CEO of Pearl Brands and X-Regional Manager in Chalhoub Group) – 961 3 223844

References can be contacted upon prior approval  
Certificates are available upon request