

TIA AL-MAWLA

Consultant Engineer

Tiamawla@gmail.com • Lebanon (+961) 78907412 • www.linkedin.com/in/tia-al-mawla-a197661b0 •

SUMMARY

Consultant Engineer specializing in wireless communications, IoT, embedded systems, RF engineering, and SDR. Skilled in client consultations, POC & proposal development, and project management across GCC countries. Fostering long-term relationships, identifying market opportunities, and delivering customized solutions for both academic and industry clients.

WORK EXPERIENCE

CONSULTANT ENGINEER AND BUSINESS DEVELOPMENT- SAAB RDS INC.

11 MAY 2023 – PRESENT

- Provide in-depth technical consultations, delivering engineering solutions tailored to client needs, focusing on industries like telecommunications, IoT, ADG, and embedded systems.
- Research and identify academic institutions' needs, offering engineering solutions that enhance their curriculum, lab setups, and research alignment with partner technologies.
- Create and manage proposals and project contracts, securing multiple successful project contracts and contributing to creation of tender requirements worth over \$5 million.
- Engage in the full project life cycle, from initial conception to successful execution, ensuring client satisfaction throughout the process.
- Assist clients in understanding and implementing technical solutions, addressing their concerns, and aligning products with their needs. Established and nurtured long-lasting client relationships, driving repeat business and brand loyalty.
- Focused on industrial POC development, providing comprehensive proposals that meet industry needs and help clients improve existing solutions.
- Built and maintained a robust sales pipeline, exceeding sales targets and driving revenue growth.

SALES ENGINEER- KAMAL EDELBY & SONS

1 AUGUST 2022 – 11 MAY 2023

- Generated technical and commercial offers and contracts, offering tailored services to clients.
- Provided support to clients, engineers, facilitating, and upselling opportunities.
- Maintained comprehensive product and service knowledge through diligent research and study.

EDUCATION



BACHELOR OF ENGINEERING IN COMPUTER AND COMMUNICATIONS ENGINEERING,
BIU, With HONORS (MAY 2022)



MICROSOFT 365 CERTIFIED: TEAMS APPLICATION DEVELOPER ASSOCIATE,
MICROSOFT (MARCH 2023)



MICROSOFT 365 CERTIFIED: DEVELOPER ASSOCIATE,
MICROSOFT MS-600 Exam. (MARCH 2021)

LICENSES & MEMBERSHIP



Member, Order of Engineers and Architects, Beirut
Licensed Professional Engineer

INTERNSHIPS

02 AUGUST 2021 – 25 OCTOBER 2021

• CNS SOLID NETWORK

- Developed a tool for the CNS team to analyse the configuration of network devices and find critical errors, the tool was programmed using python.
- Completed CCNA and CCNA DevOps Courses and gained a valuable knowledge of Network Protocols, Data Transmission, Routing and Switching, TCP/IP ...
 - Cisco DevNet Associate, Part 1.
 - Cisco DevNet Associate, Part 2.
 - Interconnecting Cisco Networking Devices, Part 1.
 - Interconnecting Cisco Networking Devices, Part 2.

• ICC GROUP LEBANON

- Assisted the Technical support team.
- Obtained 1st hand knowledge in Servers and Computer Hardware.
- Gained experience in hardware and software troubleshooting.

SKILLS

- Engineering Solutions: Telecommunications, Wireless Communication, IoT, Embedded Systems, Software-defined Radios (SDR), RF Engineering, Antenna Design, FPGA Programming, POC Development.
- Business Development: Proposal Creation, Contract Acquisition, Sales Pipeline Management, Client Relationship Building, Tender Acquisition.
- Project Management: End-to-End Project Lifecycle Management, Client Engagement, Technical Consultations.
- Academic Solutions: Curriculum Improvement, Lab Setup Development, Research Alignment.
- Technical Tools: MATLAB, Simulink, LabVIEW, Python.

CERTIFICATIONS:



GLOBAL GOLDEN GROUP (2019-2020):

- Advanced Human Resources Management.
- Modern Human Resources Management.
- The four secrets to powerful communication.
- Practical public speaking course.
- Public Relations management.
- How to speak so that people want to listen.
- 10 Killer Negotiation mistakes.
- **BHT:** Principles of Human Resources. (17 NOV 2020)
- **CISCO NETWORKING ACADEMY:** NDG Linux Unhatched (4 AUG 2020)
- **Microsoft Certifications:** Microsoft word, Microsoft excel, and Microsoft PowerPoint. (2015-2017).
- **TestDome:** Technical Support.

ACTIVITIES:



- Jury at the 16th Annual AUST Engineering & Computer Science Project Expo (2023)
- Volunteer at Rabab Cancer foundation (2019- Present).
- Originated and executed ideas as a volunteer at Cancer Village. (2019- 2020)
- Volunteer with animal rescuing (2017-2019).
- Technology Training (2021)