

Curriculum Vitae

Personal Information:

Name: Roger Anis Dawra
Nationality: Lebanese
Marital status: Single-Male
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Career Objective:

Seeking position in low current Engineering or telecom as senior account manager that will allow the application of technical and problem-solving skills. The position should provide the opportunity to apply skills to various low current Engineering and telecom equipment's and allow the exchange of ideas between engineers specialized in the field.

The position would also broaden my knowledge and skills in Telecommunications and power and low current Engineering expand my technical experience with the aim of enabling the organization to stay ahead of the competition.

1-Education:

College National Orthodox

SG degree (French)

Notre Dame University (NDU) – Zouk Mosbeh-Lebanon

BE in Computer and Communications Engineering (2003-2008)

- Maintaining a current GPA of 3.4 / 4 on major courses
- Been on the Dean's list since my first semester in college
- Financed 25% of my university tuition through scholarships and savings
- Designing coding and building a senior project about Voice Recognition Security System (VRSS)
- Elias Nassar (Dean of Engineering Faculty) **innovation award** 2009-2010

2-Experience:

1-MIDDLE EAST TECHNOLOGY COMPANY (METCO) - Oman

As **Senior Account Manager**

from 1 Jan 2022 till present

ICT Systems Integrator helps companies connect faster and communicate in an easy, efficient, and cost-effective way, by providing tailor-made voice, data, video, security, and communication solutions. We aspire to drive business success through intelligent and innovative technology. Including: Voice, mobility, video, messaging, collaboration, Unified Communications.

Design and Sales of ICT, ELV , UC AND CC projects all over the country IP telephony diamond partner with AVAYA.

Our Partners of ELV, IP telephony and IT solutions

Axis

Cisco

Huawei

Avaya

NEC

Aruba

Hikvision

Avigilon

Dahua

Bosh

2-DOUMMAR for Trading

As **Senior Account Manager and Partner**

From July 2017 till beginning of 2022

Doummar for Trading is the leading national company in ELV business that was founded in 1995. It offers numerous, effective systems, well-known by traders from every part of the world, to help secure companies, shops, homes and many more facilities.

Telecom

Low current security systems

Renewable energy systems

www.doummarfortrading.com

3-TELETRADE Holding Group (SECURATEL)

From June 2008 till June 2017 - 8 years

Senior Account Manager

- 1- Telecom and IT solutions, IP CCTV solutions, Fire & Intrusion Alarms, Home Automations Systems, Walk-Through Metal Detectors, EAS Systems, Access Control & Time Attendance solution, Copiers, Shredders, Safes, Binding Systems, Bank Note Machines, Queuing Systems, Videophonesystem and parking management systems.
- 2- Training on it networking equipment, telecom as well security systems for new candidates.
- 3- Pre-estimation of projects: low current and electrical systems (AutoCAD and on site)
- 4- Supervising on site the technicians (civil work and system installations)
- 5- Follow up clients financially and technically
- 6- After sales services.

4- GUARDIA Systems

From (mar 2007-2008)- **1 year** as a Technical Sales

Engineer follows up and meet old and new clients, site surveys and estimations.

Our main business knows how the networking of various systems is in large areas or corporate buildings whether airports, hotels, casinos, real estate projects .We do have a focus and business edge in integration and offering turnkey solutions .(fire alarm , CCTV, access control ,intrusion detection systems , multimedia networks)

5-LINFRA Telecom Ltd

from (mar 2006-2007)-**11 months** @ operations division, installation of Huawei and Alcatel equipment's, core, IN, power, BTS, indoor, outdoor, antennas, microwave links, feeders at more than 20 Sites for **OGERO branches**

1. Site Design

- Site survey
- Site structural design (foundations, towers, shelters...)

2. Radio Implementation

- Base Station installation, Testing & integration
- Microwave installation, Testing & integration
- Radio optimization

3-Trainings:

- Training at **Rafik Hariri international airport** 4 months @ Maintenance Department
 1. Radar
 2. Instrument Landing Systems (ILS)
 3. Doppler VHF Omni Directional Range (DVOR)
 4. Distance Measuring Equipment (DME)
 5. Voice Communication System (VCS)
 6. Voice and data recording system
 7. Aeronautical Fixed Telecommunication Network (AFTN)
- Allianz Spa part time jobs (sales engineer)
- Sales action coach training accomplished
- **Nala IT Solutions** as sales engineer
- Sales skills courses at **IT Lebanon**
- Sales Consultancy with **Al Kawas**
- Excellent qualities such as teamwork, leadership, negotiation, analysis, and communication.

4-Abilities and Skills:

- Accomplished **CCNA Network installation (Cisco)** courses at **Formatech**.
- **AVAYA IP office** full Training on the system technical and sales
- Attended **Tyco (USA)** fire and security system training in which I have learned skills about C.CURE software for the APc and ISTAR security Panel.
- Wireless ZigBee protocol training
- PBX systems training
- AutoCAD drawings
- **Languages:** Arabic (native language), English (fluent), and French.

Computer Skills: Excellent skills in AutoCAD, Linux, XHTML, PHP, Zend Frameworks, C++, assembly, MATLAB, Simulink, LabVIEW, MATLAB, other simulation tools, Microsoft Word, Power Point, Excel, SPSS, Visio, and Internet (professional).

5-Activities and Hobbies:

- ❖ Bodybuilding, Internet, music.

6-Professional and Character References:

Available upon request

