

Christoph R. Saadé, CCNA, MCSE, A+,

3247 Achim, St-Laurent, QC, H4K 1V5

Dom: 514.337.9952 Cell: 514.583.7774

crisade@hotmail.com

www.geocities.com/christophsaade



Date of Birth: 1966

Marital Status: Married with 2 children

Nationality: Canadian

Professional Experience:

PC Reviver, Montreal, Canada
Administrator

2006 - Present

- Small office and home network setup
- Restore small office and home computers to original state
- Optimize computers for best performance
- Instruct end users on best computer maintenance procedures
- Install and configure software and hardware

OPTION Mobile Computers, Montreal, Canada
Division of OPTION Industrial Automation
Technical Sales Manager

2004 - 2006

Rugged industrial mobile computer enclosures and systems

- Introduced new products into international markets (North America, Europe and Asia)
- Create and manage new accounts
 - B2B
 - Resellers
 - Distributors
 - System builders
 - OEMs
- Coordinated strategic sales and marketing plans with marketing department
- Implemented specific price structures for targeted markets
- Evaluated and chose international partners
- Negotiated business and contract terms

McLaren Industrial Computer Systems, Toronto, Canada
Technical Sales Manager – Quebec and Eastern Canada

2000 - 2003

Compact PCI, VME, PCI, ISA, STD32, IP, PC104/Plus and ePCI.

- Managed sales in Quebec and Eastern Canada
 - Custom consulting
 - Contract manufacturing
 - System integration
- Created Fortune 500 accounts & managed existing ones: →
 - Telecommunications and Industrial Automation
 - OEM's and VAR's
- Developed new business opportunities
- Prepared detailed quotations and negotiated contract terms
- Managed Montreal branch office
- Implemented marketing strategy for Quebec

Partial list of Major Accounts:

*Bombardier Aeronautics, CAE
Bridgestone – Firestone Canada
Pratt and Whitney Canada
Hydro Quebec, Air Canada*

Productivity Point International, Montreal, Canada
Technical Facilities Manager (work term, 3 months)

2000

- Managed and maintained the network

Christoph R. Saadé, CCNA, MCSE, A+

- Coordinated lab setups
- Managed the testing center network
- Assisted trainers in vocational programs (MCSE, CIW)

Professional (International) Experience:

Bohec M. E. Company Ltd., Abu Dhabi, U. A. E.
Vice President of Sales

1991 - 1999

Petroleum Companies, Government institutions, International hotel chains, Private investors

- Conceptualized draft layouts and planned budgets
- Interacted with a multinational client base
- Prepared detailed quotations on *Excel*
- Negotiated contract and payment terms
- Designed complex facilities and technical layouts on *AutoCAD r14*
- Ordered equipment from International companies in the U. S. A. and Europe
- Supervised project teams and applied creative problem solving techniques
- Commissioned and handed over projects

Bohec M. E. Company Ltd., Abu Dhabi, U. A. E.
Showroom and Spare parts Department Manager

1989 - 1991

- Boosted showroom sales by **25%**
- Boosted spare parts sales by **40%**
- Maintained readily available equipment stocks
- Reorganized the spare parts department: *Reduced cost & Increased sales*
- Computerized the spare parts department: *Stock Management Program*

Computer Expertise: Software and Hardware

- Linux Fedora 6 • Win NT / 2000 • ME / XP / Vista • CCNA / MCSE / A+
- **Industrial Computer Systems:** High-end Industrial Computer Enclosures and Systems, SBC's, PMC's, backplanes, chassis, redundant PSU's, I/O boards, peripherals, Motion control cards, Analog / Digital Converters, data acquisition boards, FrameGrabbers, SCSI RAID controllers and drives, Communication boards, LCD screens ...
- **Industrial Computer Architectures:** ISA, PCI, cPCI, VME, STD32, PC104/Plus, ePCI

Technical and Sales Seminars

Tracewell systems (USA), Teknor Inc (Montreal), PEP Modular Systems (Montreal), JUMPtec Industrielle Computertechnik AG (Toronto), Kontron USA (Toronto).

Most Recent Education:

Dawson College, Montreal
AEC Cisco CCNA and Linux + certifications

2007

Champlain Regional College, St-Lambert, Quebec
ITP, MCSE NT 4.0, CompTIA A+ certifications

1999 - 2000

Project management, Communication techniques, Team Building techniques, Leadership skills

Languages: English, French and Arabic

References available upon request