

# Robert Safadi

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## Professional Summary

A distinguished entrepreneurial leader with a driving force that delivers sound guidance with complex settings that demand keen technology and business acumen. Recognized as a technical and visionary leader with a diverse background that streamlines business operations to increase efficiencies, improve productivity, reduce cost and delivering a world class services coupled with extensive International experience.

### Executive Leadership Competencies

Business/financial Planning | Strategy Planning | Acquisition and Integrations | P&L Management | Business Re-engineering | Client Relationship Management | Risk Management | International Development | Technology Transformation Strategist | Smart City.

## SELECTED ACCOMPLISHMENTS

- Co-Founder of three startups and instrumental in taking one organization publically.
- Developed a business plan for a \$10 billion company. Implemented most iconic smart cities in the world and applied state-of-art solutions meeting today and tomorrow's vision in an adaptive structure and optimized cost saving the corporation 34% of CAPX and 40% OPEX while transforming the city into a digital oasis of connected citizens and visitors.
- Created a first hybrid cloud solution in the gulf generating 124%+ of revenue while ensuring security compliance with ECM as Cyber Security counter measures.
- Instrumental in developing the next smart city concept overseas competing with Barcelona, Asia, Europe and USA, while introducing cost saving of more than 34% for a state of the art and iconic smart urban developments.
- Applied new business processes to enhance engineering approvals on line and from anywhere while reducing time to market, cost, increased operational efficiencies and resource allocation saving in access of \$1.1M.
- Transformed Nexus telecom from small wholesale telecom company to becoming the leading telco wholesale termination through AT&T International increasing shareholder value by + 400% in sales and revenue.
- Create an innovative data recovery for Promina Health System of Georgia when all vendors failed saving client \$1.1M

## WORK HISTORY

### IOT ARCHITECT AND SMART CITY ADVISOR ( CONTRACTOR)

#### NEXTGEN – AT&T | Atlanta, GA 04/2019 – 08-2019

- Worked with IoT division to generate solutions for client and POC project geared toward Client requirements. From Fleet management, to City infrastructure, Lighting control, and other IoT platforms.
- Advisor on smart city concepts and design for nation-wide city infrastructure.
- Applied mobile wireless LTE architecture for different IoT solution
- Implemented business work flow and data architecture while analyzing business cases in relation to health care, IoT, Smart Cities, and energy management.
- Executive advisor for Smart Cities and architect on developing complete solutions of IoT Enable strategy for smart cities

### CHIEF INFORMATION AND TECHNOLOGY OFFICER

#### Collabera - NuGen Corp | Buford, GA 06/2017 – 04/2019

- Sun Trust Bank advisor to board and senior management for technology division applying road-maps, strategy of more than 1300 applications and security issues.
- Established IT Technology service contracts and road-map, Cloud Implementation docker, Office 365, EC2, Hana, , Application development, DevOps, CI/CD, Telecom Infrastructure migration, cyber Security for SunTrust bank.
- Managed IT SaaS infrastructure, CRM, Telco Operations, enterprise application, servers, Cisco networks, OSI expert, DR/BC site architect L1, L2, L3 and L7, Sonic walls, Palo alto/Fortinet, PIX, and datacenter.

## Skills

- Leadership
- Smart City Architect
- IoT Architect
- IT infrastructure
- Enterprise applications
- Data Center architect
- Business Process optimization
- Operations
- Strategy
- OSS/BSS/NMS
- ICT and MEP
- Cyber Security
- Program & Project Management

- ACAD
- Facility Management
- Real Estate Dev.
- Education
- Health Care
- BMS, TMS, ACS, WMS, FMS, PMS, PMS, CCTV, Wayfinding, GIS, Geo Location, PCS, PCI.
- Cloud Solutions

## Education

Bellevue University  
**BS – Cyber Security**

Florida Institute Of Technology  
**MBA – Project Management**

University of SJ  
**Ph.D. Philosophy.**

## AFFILIATIONS & MEMBERSHIP PERSONAL DATA

- Developed and built IoT networks, developed analytics and automation while applying new products and services increasing revenue by 80%
- Implemented Oracle Unifier and P6 and MARTA with big Data using data lakes and PMI principle and techniques creating agile capital programming division, capital assets improvement

### Gulf International - Sr. ICT and CIO Dubai & Qatar, 06/2008-05/2017

- Recruited to develop and deliver Iconic smart cities architecture using BI and AI.
- Instrumental in developing Lusail city, Energy City, MP and Barwa City, reducing CAPEX/ OPEX by 35% while managing IT, Operation, FM and security divisions
- Proposed IT centralized model for the group of 24 IT divisions and implemented first Hybrid cloud (AWS and Azure) solution to generated revenue while reduced cost by 700%.
- Developed IT services Capacity and performance plans, SaaS, IaaS, elastic Data services, Storage, LAN/WAN, VM's, VDI's, DR/BC and agile ecommerce solution.
- Managed MEP projects, waste water system, Grey water, SWS "Smart Water and Irrigation platform, Infrastructure and maintenance
- Developed state of the art fiber optics with ducts and micro-ducts to deliver fiber at the rate of 100 meters per minute.
- Implemented Bio-Metrics, ECM, EWS "Early Warning System, Palo Alto Firewalls, IPTV, F5, ERP, CRM, Sales Force, MS Dynamics, BMS, ACS, TMS, SAP Hana and cloud, BSS/OSS, CRM order to cash, CPQ BPM, TMS, WMS, NOC, SOC, CCC, OPC, data Analytics visualization, predictive Intelligence and hybrid cloud of AWS, and Azure using PaaS, IaaS and SaaS models.
- Engineered and implemented capital budget, cyber security platform applying PCI, NIST, ISO policies compliance and architecture for network including 1.9M IoT with M2M platform coupled with AI and SLA's and KPI's.
- Chief SLDC architect for on and off-shore development teams delivering solutions
- Improved P&L and operations introducing more than 340% reduction in OPEX and CAPEX.
- Established standards such as ISO, COBIT, PMI, ITIL to enhance organizational future

### Nexus Telecom, LLC – Chief Technical Officer Duluth, GA 02/2004– 05/2008

- Implementation strategy that met corporate goals and enhanced it short and long term plans to support mission and vision of corporations attracting diverse talents
- Managed Novel, Microsoft, UNIX, Cisco, Nortel and data centers.
- Developed automation processes and testing of HW and SW while management compliance
- Implemented state of the art whole VoIP solution using SIP and H323 over TCP/IP terminations worldwide generating more than \$600K monthly managing 27 remote sites
- Developed SaaS web based billing platform order to cash using on and Off-shore teams to enable on-line and real time billing and collection.
- Integrated platform with Cisco 5400, 5300 to ensure QoS and CoS to offer best of breed telecom solutions
- Developed OSS/BSS automation across all of IT infrastructure including server farms, routing and SQL CDR collections while managed 11 Collocations globally in USA and Europe deploying POP's.

### AT&T - Senior Technical Manager Atlanta, GA, 7/2001-1/2004

- Transformed Dunwoody branch small business to automated system
- Testing engineer on OSS/BSS using various network appliances using CRM with CPQ, and BPS. Used PL, ATM, FR, TCP/IP, IoT gateways, PSTN circuits and LL-CO validation.
- Integration engineer for operations and small business division managing networks, infrastructure, end-users, and data center systems.

### Center for Disease Control - Senior Systems Engineer Atlanta, GA, 07/2000 - 05/2001

- Transformed CDC from Legacy Token ring to fast Ethernet
- Instrumental in transforming CDC infrastructure into next generation of technology with Intelligent platforms.

Ricks FM/CM, RICS Project Management, MSDN, MCSE, CCNA, PMP, ISO, Alcatel/Lucent VV&D Master, Oracle training, GGC Executive PM, P6/Unifier, ITIL, TOGAF, Cyber Security. President of Florida Institute of Technology Chapter

Married, good health, willing to relocate Southern States and internationally.

**Reference Will Be Provided Upon Request**