

Eddie Del Cid Ryder

phone: +507 67471890 - email: edelcidr@gmail.com

<https://www.linkedin.com/in/eddiedelcidr/>

EDUCATION

Electronic and Telecommunications Engineer - UTP Panama

PROFILE

Extensive experience in technology solutions designs, planning and implementation. Excellent leadership and communication skills, experienced with customer, sales and software recommendation. Self-motivated learner of Technology.

SKILLS

Avaya Certified Expert

Cisco Certified Network Professional

Cisco Certified Design Professional

Avaya Professional Design Specialist

Avaya Fabric Networking Professional

WORK EXPERIENCE

Sales Engineer – Avaya LATAM (2015 – Now)

Provides channel enablement and support assistance to partners. Assist with demos, trials and proof-of-concept activities as directed. Builds relationships with partner SEs and supports channel initiatives. Shadows senior level experts to learn how to overcome technical and competitive objections. Responsible for actively developing key technical skills in relevant products and solutions.

Network Systems Engineer - TECNASA (2015)

Network design and implementation, performance optimization and research. Provide leadership and input into IT network processes and procedures. Participate with PM team as a network consulting.

Pre-Sales Engineer – PBS (2013 – 2015)

Network design and implementation, performance optimization and research. Provide thought leadership and input into IT network processes and procedures. Participate in project management meetings as representative network team.

Network Services Engineer– Multitek S.A (2013)

Architecture Systems Engineer who coordinates closely with internal sales, sales support, and service resources to align solution design with customer's business requirements. Provides coaching and professional development to team member sales associates in order to enhance their product knowledge technical acumen, and technical sales skills.

Senior Network Engineer – MobilNet (2011 – 2012)

CORE IP Network Administration
MPLS Network Implementation.

Systems Specialist – Cable & Wireless Panama (2009 – 2011)

CORE IP Network Administration
Operations and Maintenance of data and CORE IP Network