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**SUMMARY**

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| Distinguished results driven professional with a dynamic background in project management and Operations management, complemented by a robust skill set across Voice/Data Networking, Access Control, Camera Systems, PA Systems, Lockdown and Active Shooter System Installations, as well as Structured Cabling. Adept at seamlessly integrating diverse systems, I bring a proactive approach to team-driven goal attainment. Recognized for consistently delivering projects ahead of schedule, I possess a proven track record in optimizing profit margins through meticulous labor-hour management and adept resolution of operational challenges. My comprehensive programming proficiency reduces reliance on outsourcing, enhancing overall cost-efficiency. Guided by a customer-centric ethos, I am committed to delivering unparalleled service and fostering enduring client relationships, resulting in elevated satisfaction metrics. With a wealth of experience thriving within fast-paced environments, I offer a potent fusion of organizational, technical, and interpersonal acumen, ideally positioned to excel in demanding fields.  Key Competencies:  Cross-Platform Project Management  Voice/Data Networking  Access Control & Camera Systems  PA Systems & Lockdown Solutions  Active Shooter System Installations  Structured Cabling Expertise  Proactive Team Leadership  Operational Efficiency Enhancement  Programming Proficiency  Client-Centric Relationship Building  The ability to integrate the above technologies  Fast-Paced Environment Adaptability  **CAREER HISTORY**  Security Control Integrators, Pine Brook, NJ: 2024 to Present  **Project Manager:**  Accomplished Project Manager with a proven track record in leading and executing complex installations for Fortune 500 companies, including JP Morgan Chase, Penguin Random House, Prudential, and others. Specializing in Security Solutions, including Card Access and Camera Systems, I have successfully spearheaded the installation of security systems for Chase branches and their global technology headquarters. Adept at managing cross-functional teams, ensuring timely project delivery, and maintaining high levels of client satisfaction, I bring a unique blend of technical expertise, leadership, and customer-centric focus to every project. Known for effectively managing large-scale projects and optimizing operational efficiencies while reducing costs.   |  |  | | --- | --- | | Gemba Security Solutions, Warwick, NY: 2020 - 2024 | 2020 - Present | | **Operation Manager**  Effectively orchestrated end-to-end management of a spectrum of installations, varying from small to large scale, across a diverse range of cross-platform solutions. Led project management and programming efforts for camera installations of varying sizes, card access systems, PA installations, hosted phone system implementations, as well as lockdown and active shooter solutions.  Upon joining Gemba, I spearheaded the implementation of Microsoft Teams, a Hosted Phone system, and integrated a CRM system named Tigerpaw. In the inaugural year, I played a pivotal role in achieving a twofold expansion of the business, followed by an impressive tripling of the company's profits in the subsequent year. Through the introduction of streamlined processes and optimized procedures, I significantly enhanced Gemba's operational efficiency. |   TDNYC, NEW YORK, NY: 2014 - 2020 |  |
| **Operation Manager** Responsible for managing Small, Medium to Large Installations of many cross platform communications solutions involving servers, switches and routers, cabling, cameras. Provide troubleshooting expertise for any voice network related issue. Manage vendor and client relationships for all technical projects. Support of Avaya/Toshiba/Hosted PBX’s and voice processing servers including those running in a virtual environment using VMware.   * Coordinated and managed local vendors throughout the United states for installations & service of Phone systems/Cameras/Voice & Data Cabling/Card Access/POS/Managed. * Services/ installations of voice & data circuits MPLS for National accounts. * Manage Implementation of Cisco network backbone nationwide; layer 3 switches, routers & AP’s * Created accounts, generated and applied VMware licensing to virtual servers. * Spun up virtual servers using Images where needed. * Worked with Toshiba/Avaya/Polycom/Cisco to get all hardware and software maintenance up to date and upgraded to latest version. * Work in a team to get network ready for Multi-site Voice installs. * Programmed complex multi-site voice networks with Centralized Voice processing. * Work with Hosted provider to design/program and implement Hosted voice and data solutions. * Procured equipment for voice or data installations, creating purchase orders and ordered all equipment necessary for the project. * Bench tested all servers, routers, switches and phones. Assured all phones were upgraded to the latest version and tested before being deployed. * Upgraded remote sites via MPLS/VPN or Point to Point. * Worked with all levels of management and executives to complete projects and assist with specific requests. * Assisted Sales person in designing and upselling the voice solution. * Programmed Hosted Phone system VIA Hosted Portal * Program and install Polycom family of hosted phones VVX300, VVX400, CNF7000 series phones. * Trained Techs on Programming Hybrid and full I.P. PBX’s Toshiba, Avaya, Hosted. * Assisted Techs remotely via Go To Assist or Team viewer by taking over their PC’s   Managed Service department before being promoted to Project manager, I was responsible for the daily schedule, dispatching techs and managing service orders.  Open Service order using Tigerpaw, When tech completes read and close, open follow up if needed.   * Create PO’s and order equipment from vendors, negotiated pricing and shipping fees. * Introduced weekly Project meetings, a dress code & service procedures for the techs. * Read floor plans in order to determine where voice/data drops go. * Created Viso for Voice/Data Equipment * Coordinated installs of voice and data circuits, PRI’s, T1’s, MPLS, SIP with the carriers. | |

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| ISGMetro Denville, NJ: 2007 - 2014 |  |
| **Installations/Service Manager** Responsible for all Installations, from design,to Programming, installation & Training. Managed all installs and techs, Managed all service calls and dispatched techs. Designed/Programmed/Installed/Managed and maintained the family of Toshiba and Avaya Voice product line, from Hybrid PBX systems to full VOIP systems running VMware and switches. Provided Design, Programming, Implementation, Training, Service, Sales engineering, troubleshooting expertise for any voice network related issue.   * Implemented Multi site VoIP solutions from NY to California, China, India, Bahamas, and etc. * Coordinated installs of voice and data circuits, PRI’s, T1’s, MPLS, and SIP. * Implemented large phone systems with 3/400 users sometimes spread over multiple floors or multiple sites sometimes across multiple states and countries. * Maintain documentation on each aspect of the project to ensure that all aspects of the project are completed on time. * Relocated of all HQ1 data center equipment to HQ2. Worked with all divisions of IT to coordinate and move equipment. * Enabled QoS (Quality of Service) in the Phone system and worked with the I.T vendor to implement it on the data network when working in a full Voip environment to enable prioritization of voice traffic. * Programmed and installed Toshiba ACD for call centers. * Created documentation for both policies and procedures. | |

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| N.B.S. Network Billing Systems/Interconnect Services Group, Wayne, NJ | 2005 - 2007 |
| **Lead Tech**  Responsible for programming, installing and servicing Toshiba and Telrad Phone Systems. | |

* Coordinated installs of Toshiba and Telrad PBX systems
* Programmed & serviced Toshiba and Telrad Hybrid Phone systems
* Read floor plans
* Installed terminated, labeled and tested Cat 3/5e/6/25,50,100pair & Fiber.
* Worked with my manager to implement the new NBS hosted Phone system.

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| Compu Phone Voice and Data, Brooklyn, NY | 1999 - 2005 |
| **Installations Tech** Responsible for Installations and service of Toshiba phone systems. | |

* Installed and serviced Toshiba phone systems.
* Read floor plans for large wiring jobs.
* Installed terminated, labeled and tested Cat 3/5e/6/25,50,100pair

**Professional Development**

* List of Certifications can be found at <http://www.Eufemioperez.com>
* List of References and recommendations can be found at <https://www.linkedin.com/in/eufemio>

**Networking / Voice**   
 \* Hosted PBX Using Cisco POE switches & Routers  
 \* Avaya Hybrid PBX system  
 \* Avaya Full IP systems, Server edition   
 \* Toshiba Hybrid PBX Systems  
 \* Toshiba Full IPEdge Systems ( VMware )