LEAH M. SADSAD

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PROFESSIONAL EXPERIENCE

Design & Estimation Engineer / Sales Support Engineer, *Business Automation & Security Systems*, Dubai, UAE, 2010 to Present

- ➢ Design, Estimates of CCTV, Access Control, Intrusion Alarm compliant to Abu Dhabi (MOI) and Dubai Police Regulations.
- ➢ Programming successful custom applications using Excel-based VBA to design, analyze, and deploy programs such as my current company's quotation tools (Security Systems Pricing Assistance, Samsung Techwin CCTV Bandwidth Calculator).
- ➢ Assisted with automation of estimation department's manual pricing by writing VBA code and using macros and formulas to speed processes and maximize accuracy.
- ➢ Ensure project inquiries are completed on time and within budget, completing project quotations in 2 minutes.
- ➢ Creating & Improving the Auto-Quote System in Microsoft Excel Format to progress sales and inquiries related to security systems projects comprising CCTV, Access Control, and Intrusion Alarm Systems.
- ➢ Creating CCTV System Tools such as Video Recording Storage Calculator.
- ❖ Major products used: Hanwha Techwin/Samsung Techwin, Vanderbilt/Siemens, SeeTec VMS, Promise Technology Storage Solutions.

Systems Design Engineer, *Bond Communications*, Dubai, UAE, 2008 to 2010

- ➢ Design, Estimates of CCTV, Access Control and Intercom Systems compliant to Abu Dhabi (MOI) and Dubai Police Regulations.
- ➢ Major products used: Bosch, Pelco, Genetec, Mobotix, Samsung, Cardax, Nedap, Fermax, Aiphone

DUTIES & RESPONSIBILITIES

AS SALES SUPPORT ENGINEER for Distribution Division:
- ❖ Supporting the sales team with the design and quotations as per the inquiries received from the integrators.
- ❖ Preparation of CCTV / Access Control / Intrusion Alarm Systems Quotations.
- ❖ Customer File Management such as Project Inquiries, Quotations / Proposals.
- ❖ Major products used: Samsung Techwin, Vanderbilt / Siemens, SeeTec VMS, Promise Technology Storage Solutions.

AS DESIGN & ESTIMATION ENGINEER for ELV Division:
- ❖ Prepare design, estimates, and technical proposal; conduct site survey for Electronic Security Systems projects that include the above-mentioned systems.
- ❖ Interprets customer requirements, specifications, architectural drawings, and project needs and applies video and security related products to satisfy these requirements but in economic solution.
- ❖ Provide equipment lists, price quotations, system proposals in response to customer requirements and sales opportunities.
- ❖ Major products used: Arecont Vision, Vanderbilt / Siemens, SeeTec VMS, Promise Technology Storage Solutions, Milestone Systems, American Dynamics, Software House, Kantech.

AS SALESFORCE CRM ADMINISTRATOR:
- ❖ Regularly configures and manages Salesforce CRM and continuously identify ways our company can get even more from additional features and capabilities.
- ❖ Ensures pipeline report processes are running smoothly.
- ❖ Creates procedures and techniques to maximize CRM data and minimize time required to enter or update contact data.
- ❖ Processes Implemented: Sales Opportunity Process and Worflow, Call Center Process and Workflow.

AS MICROSOFT EXCEL VBA DEVELOPER:
- ❖ Programming successful custom applications using Excel-based VBA to design, analyze, and deploy programs such as my current company's quotation tools (Security Systems Pricing Assistance, Samsung Techwin CCTV Bandwidth Calculator).
- ❖ Assisted with automation of estimation department's manual pricing by writing VBA code and using macros and formulas to speed processes and maximize accuracy.
- ❖ Ensures prices in the Pricing Assistance Program tool are accurate and updated.
- ❖ Ensures project inquiries are completed on time and within budget, completing project quotations in 2 minutes.

TRAININGS & SEMINARS

1. **Promise Technology** **IP Video Surveillance Training Course** – February 21-22, 2016
   Crown Plaza, Sheikh Zayed, Dubai, UAE

2. **Vanderbilt** **Technical Training** – January 20-21, 2016
   Al Nasr Plaza - Roof Conference, Oud Metha, Dubai, UAE

3. **SeeTec** **VMS Technical Training** – December 7-8, 2015
   Al Nasr Plaza - Roof Conference, Oud Metha, Dubai, UAE

4. **Exclusive Salesforce SME Event** – May 5, 2015
   Jumeirah Emirates Towers, Dubai, UAE

5. **Hanwha Techwin (Samsung) Technical Training** – March 23-24, 2015
   Holiday Inn, Dubai, UAE

6. **Hanwha Techwin (Samsung) Technical Training** – January 21, 2015
   Holiday Inn, Dubai, UAE

7. **Hanwha Techwin (Samsung) Network CCTV Training** – March 3-4, 2014
   Ramada, Dubai, UAE

8. **Arecont Vision CPCP Training Certification** – January 22, 2014
   Crown Plaza, Sheikh Zayed, Dubai, UAE

9. **Hanwha Techwin (Samsung) Technical Training** – March 18-19, 2013
   Holiday Inn, Dubai, UAE

10. **Salesforce User Training** – December 4-6, 2012
    BASS Conference Room, Dubai, UAE

11. **American Dynamics Video Edge NVR 4.2 & Victor 4.2 Training** – December 4-6, 2012
    Tyco Fire and Security, Al Musafah, Abu Dhabi, UAE

12. **Software House C-CURE 9000 Level-2 Training** – November 28-29, December 3, 2012
    Tyco Fire and Security, Al Musafah, Abu Dhabi, UAE

13. **Software House C-CURE 9000 Level-1 Training** – November 25-27, 2012
    Tyco Fire and Security, Al Musafah, Abu Dhabi, UAE

14. **Hanwha Techwin (Samsung) Technical Training** – May 9-10, 2012
    Le Meridian, Dubai, UAE

15. **Salesforce Administrator Training** – March 20, 2011
    BASS Office, Dubai, UAE

16. **Bosch IP-CCTV Certification 2010** – May 23-24, 2010
    General Design
    Bosch Video Management System (BVMS) & Video Recording Manager (VRM) System Design
    Renaissance Hotel - Dubai, UAE

17. **Mobotix AG Security-Vision-Systems** – Mar. 23-25, 2010
    Basic Seminar
    Radisson Blu Hotels & Resorts - Dubai, UAE

18. **[Com-Net](#) Fiber Optic Solutions** – Jan. 20, 2010
    Fiber Optic Equipments & Applications
    Bond Communications Office - Dubai, UAE

19. **[Cardax](#) Security Management System** – Aug. 17-20, 2009
    Certified Service Technician / System Engineer
    Bond Communications Office - Dubai, UAE

20. **[Bosch](#) IP CCTV System** – July 20-23, 2009
    IP Basics, IP Hardware, IVA & Terminology
    Bosch Video Management System (BVMS) & Video Recording Manager (VRM) System Design
    Bosch Security Systems - Dubai, UAE

SYSTEMS EXPERIENCE & PROFICIENCIES

- Closed Circuit Television – (CCTV)
- Intrusion Detection Systems – (IDS)
- Access Control Systems – (ACS)
- Intercom/Video Entry Phone – (IS/VEP)

EDUCATION & ACCREDITATION

[Pamantasan ng Lungsod ng Maynila](#) (University of the City of Manila) - *Manila, Philippines*
Bachelor of Science in Manufacturing Engineering (5 Years)

Holy Child Catholic School – *Manila, Philippines*
Secondary Education (4 Years)

Emilio Jacinto Elementary School - *Manila, Philippines*
Elementary Education (6 Years)

LICENSE

❖ **[Cardax](#) Security Management System**
   Certified Service Technician
   Certified System Engineer