Dr. Ramzi JABER

Business Development Manager | Ph.D. in Computer Engineering

Smart Cities, Smart Waste & AIoT Specialist • Technology Entrepreneur

✉ ramzi@jaberpc.technology | +961 3 879776 | Lebanon

Website: DrRamziJaber.com

PROFESSIONAL SUMMARY

Results-driven Business Development Manager with 23+ years of proven success in driving revenue growth, market expansion, and strategic partnerships. Unique combination of technical expertise (Ph.D. in Computer Engineering, 24+ peer-reviewed publications) and business acumen. Demonstrated success in achieving annual sales targets, expanding regional markets, and managing cross-functional teams. Expert in IoT, Smart Cities, Embedded Systems, and AI technologies with deep understanding of both technical solutions and business strategy. Entrepreneur with hands-on experience in launching and scaling technology startups in renewable energy and IT sectors.

KEY ACHIEVEMENTS

- **Achieved SENSONEO's MENA sales target, increasing annual sales from €350K to €1.1M.**
- **Increased AluMarket's sales from $2.5M to $6.6M during 5 years and grew annual sales at a new South Lebanon branch from $300K to $1.1M in the first year.**
- **Delivered more than 400 solar system installations through JABERPC from 2014 to 2026.**
- Published 24+ scientific papers in peer-reviewed journals with H-Index of 12, ranked TOP 7% globally on Research Gate
- Reviewed 100+ scientific articles for prestigious journals; served as TPC member and session chair at international conferences

CORE COMPETENCIES

Business & Sales	Technical & Research
• Strategic Business Planning • B2C, B2B & B2G Sales • Market Research & Analysis • Revenue Growth & KPI Management • Client Relationship Management • Contract Negotiation • Team Leadership & Training • Project Management • Sales Presentations & Proposals • Lead Generation & Prospecting • Sales Pipeline Management • Account-Based Marketing (ABM) • Strategic Partnership Development • Competitive Analysis & Intelligence • Sales Forecasting & Analytics • Consultative & Solution Selling • Customer Success & Retention • Digital Sales & Social Selling • RFP/RFQ Response Management • Go-to-Market Strategy Development • Stakeholder & Cross-functional Collaboration	• IoT & Smart Cities Solutions • Embedded Systems & AI Integration • Renewable Energy Systems • Cybersecurity & Network Infrastructure • Product Development & Innovation • Technical Training & Consulting • Research & Development • Data Analysis & Visualization • Machine Learning & AI Platforms

PROFESSIONAL EXPERIENCE

JABERPC & Technology Co.

Entrepreneur & Owner | *Lebanon* | *June 2003 – Present*

Founded and scaled technology startup specializing in solar energy systems and computer solutions. Established complete business operations including sales, technical service, supply chain management, and customer support.

- Completed more than 400 solar system installations from 2014 to 2026, serving residential and agricultural clients.
- Created dual-product go-to-market strategy combining solar energy and computer solutions, targeting underserved residential and agricultural markets with value-based pricing and direct sales model
- Sustained 30% month-over-month growth in computer sales and maintenance services
- Developed comprehensive business strategy, marketing campaigns, and operational workflows
- Established vendor partnerships and negotiated favorable supply agreements
- Provided technical consulting and post-installation support, achieving 95%+ customer satisfaction

SENSONEO Co. (Smart Cities IoT Solutions)

Business Development Manager - MENA Region (Remote) | *Slovakia* | *May 2021 – December 2023*

Led regional business development for European smart waste management company, driving market penetration across Middle East and North Africa. Managed complete sales cycle from prospecting to contract closure for Smart Cities and IoT solutions.

- **Achieved the MENA sales target, growing annual sales from €350K to €1.1M.**
- Developed and executed comprehensive go-to-market strategy for MENA region, including customer segmentation (municipalities, government entities), and multi-channel sales approach
- Identified and secured contracts with municipalities and government entities across MENA region
- Conducted technical training sessions on WMS platform and IoT sensor for clients and partners
- Delivered compelling customer presentations and comprehensive sales proposals
- Provided post-sales technical support and maintained high customer satisfaction rates
- Collaborated with technical staff to customize solutions for specific client requirements

AluMarket - Chouman Group (Aluminum Wholesaler)

Business Development & IT Manager | *Lebanon* | *June 2005 – December 2017 (12.5 years)*

Progressively advanced from Branch Manager to Business Development & IT Manager at headquarters. Drove market expansion, sales growth, and digital transformation initiatives.

- **Increased annual company sales from $2.5M to $6.6M during 5 years.**
- Established a new South Lebanon branch and increased its annual sales from $300K to $1.1M.
- Designed and implemented regional expansion go-to-market strategy for South Lebanon market, establishing distribution network, competitive pricing structure, and local partnership ecosystem
- Recruited, trained, and managed team of 5 sales representatives
- **Developed and implemented SPIDER sales strategy**, reducing overhead and increasing efficiency
- **Designed and programmed custom CRM, HR** management, and fleet management software solutions
- Managed IT infrastructure and digital transformation initiatives across multiple locations

ACADEMIC & RESEARCH EXPERIENCE

Notre Dame University - Faculty of Engineering

Associate Professor (Part-time) | *Lebanon* | *January 2025 – Present*

Beirut Arab University - Faculty of Engineering

Assistant Professor & Researcher | *Lebanon* | *September 2006 – December 2022 (16+ years)*

- Taught 20+ courses including Microprocessors, Computer, Networks, AI, and Programming
- Published 24+ peer-reviewed papers in Q1/Q2 journals (IEEE Access, Micromachines, etc.)
- Supervised undergraduate and graduate research projects in embedded systems and IoT
- Served as reviewer for 100+ scientific articles in prestigious international journals

Qatar University - College of Engineering

Researcher (Remote Part-Time) | *Qatar* | *February 2021 – August 2021*

- First-time application of Multiple-Valued Logic systems in haptic devices
- Published 2 papers in IEEE ACCESS (Q1 journal)

Lebanese University

IT Manager & System Administrator | *Lebanon* | *October 2006 – December 2018*

- Managed IT infrastructure for Faculty of Dental Medicine, including specialized medical equipment (CBCT, VISTASCAN, RVG)

EDUCATION

Ph.D. in Computer Engineering | Beirut Arab University, Lebanon | 2016 – 2020
Dissertation: "Multiple-Valued Logic Circuit Design and Data Transmission for Embedded Systems"

Master in Computer Engineering | Beirut Arab University, Lebanon | 2008 – 2010
Thesis: "Applications and Study of Network Flow Algorithms"

Bachelor in Computer Engineering | Beirut Arab University, Lebanon | 1996 – 2001
Project: "Hotel Management & Online Reservation System"

TECHNICAL SKILLS & TOOLS

Business & CRM	Development & Data	Specialized Tools
• Odoo CRM • Apollo.io & HubSpot • LinkedIn Sales Navigator • MS Office Suite (Expert) • Google Workspace • Project Management Tools	• Python, C/C++, Java • SQL Server, MySQL • SPARQL • HTML5, CSS, JavaScript • MATLAB, R, Tableau • PHP	• ChatGPT, Google AI • HSPICE Circuit Simulator • Cisco Packet Tracer • VMWare, VirtualBox • AutoCAD, Photoshop

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

- **Certified Ethical Hacker (CEH)** - AIAE & ICDT (2019)
- **Introduction to Artificial Intelligence** - ICDT Lebanon (2021)
- **CCNA Certification (Routing & Network Fundamentals)** - Cisco (2010)
- **Introduction to Cyber Security** - Cisco (2017)
- **Green Energy Promoter** - European Union GR.ENE.CO (2014)
- **Management & Citizen Service Principles** - OMSAR Lebanon (2017, 2019)
- **Sales & Business Development Training** - Multiple platforms

RESEARCH & PUBLICATIONS

- **24+ Peer-Reviewed Publications** in Q1/Q2 journals
- **H-Index: 12** on Google Scholar
- **Research Gate Ranking: TOP 7%** globally
- **100+ Article Reviews** for prestigious international journals
- **Book Chapter:** "The Convergence of AI and BCIs" in Artificial Intelligence in the Age of Nanotechnology (IGI Global, 2024)
- **Conference Leadership:** Session Chair (ACTEA 2025), Finance Co-Chair (IC2SPM 2024), TPC Member
- **Tutorial Presenter:** "Simulating Ternary Logic Circuits Using CNFET" (ICM 2021)

LANGUAGES

Arabic (Native) • **English** (Professional/Fluent) • **French** (Intermediate)

PROFESSIONAL MEMBERSHIPS & AFFILIATIONS

- Lebanese Order of Engineers and Architects (2002 – Present)
- Institute of Electrical and Electronics Engineers - IEEE (2017 – 2022)
- IEEE Lebanon Joint Chapter - Professional Activities Coordinator & Webmaster (2019 – 2023)
- Lebanese Red Cross - First Aid Volunteer & Trainer (1996 – 2001)
- Green Peace Member (1998 – 2006)
