

# SAID KHODER

## Digital Transformation & AI-Driven IT Management Consultant

Tripoli, Lebanon | +961 3 062 843 | Said.khoder@ccg-lb.com

Languages: English, French, Arabic



## PROFESSIONAL SUMMARY

Strategic IT Leader with over 20 years of experience driving **Digital Transformation** and **Hybrid Cloud Architecture** for regional enterprises. Expert in **IT Roadmap Development** and **Budget Oversight**, specializing in aligning emerging technologies like AI with organizational goals. Proven track record in **Stakeholder Engagement** and large-scale infrastructure modernization.

## KEY CERTIFICATIONS

- **Microsoft Certified: Azure Solutions Architect Expert (AZ-305)** — 2025
- **Microsoft Certified: Azure Administrator Associate (AZ-104)** — 2024
- **Acronis Cloud Sales Associate** — 2023
- **Cisco Certified Network Associate (CCNA)** — Foundational Legacy Expertise
- **Microsoft Certified Systems Engineer (MCSE)** — Foundational Legacy Expertise

## PROFESSIONAL EXPERIENCE

### Senior AI Trainer & Digital Strategist

2024 – Present

SAWA YOUTH Committee, Tripoli

- Spearheading **AI Leadership** initiatives by training 150+ professionals and youth members across 20+ intensive sessions on Generative AI, Prompt Engineering, and Copilot integration.
- Achieved a 95% post-training competency score through custom-designed assessment frameworks, resulting in a documented 30% increase in workflow productivity for participants.
- Developing **AI Roadmaps** for local organizations to facilitate the seamless adoption of automated administrative tools.

### IT Consultant - Senior Account Manager

2018 – 2024

Consolidated Consultancy Group (CCG), Tripoli

- Managed **Digital Transformation Strategies** for 15+ major regional organizations, including the Danish Refugee Council and APEC Petroleum.
- Provided **Vendor Management** and **Budget Oversight** for complex infrastructure deployments, maintaining 99.9% uptime across client networks.
- Led **Stakeholder Engagement** to define technical requirements for **Hybrid Cloud Architectures** and advanced cybersecurity protocols.

### IT Manager

2011 – 2018

Chalhoub Group (Lebanon & Erbil Iraq)

- Directed cross-border **IT Roadmap Development** for head offices, managing infrastructure for 300+ users.
- Orchestrated large-scale **Hybrid Cloud** migrations to Office 365, reducing server maintenance costs by 20% while enhancing data security.
- Executed \$150k+ in infrastructure projects, including full warehouse network installation (VPN, Routing, Security).

## EDUCATION

---

**Master of Computer Engineering** | University of Balamand (2002)

**Bachelor of Computer Engineering** | University of Balamand (2000)

## MEMBERSHIPS & ADVISORY ROLES

---

- **Member:** Disciplinary Board and Social Committee | Engineers Syndicate
- **Member:** Digital Transformation Committee | Tripoli Municipality
- **IT Consultant:** Rachid Karami International Fair

## TECHNICAL SKILLS

---

**Platforms:** Azure, O365, Windows Server, Active Directory

**Security:** Sophos, Palo Alto, ESET, Kaspersky

**Networking:** Cisco, HPE, Mikrotik, VOIP, VPN, LAN/WAN

**Business:** SLA Management, ERP/CRM Administration, Odoo

## REFERENCES

---

Professional references and certificates are available upon request.