

RANDY ABEL

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QUALIFICATIONS PROFILE

Program Manager with exceptional knowledge and qualifications in the Radio and Telecommunications industry.

- Excellent project and time management skills; successfully handled complex projects;
- Strong leadership abilities; managed project management teams while remaining focused on bottom line impact;
- Dynamic and focused: thrives in fluid environments while remaining pragmatic and focused;
- Proven track record of consistent achievements in innovation and profitability;
- Computer expertise: Including Microsoft Windows (3x to Vista), Windows 2003 Server; MS Project, Outlook; Visual Basic v3 to v6; GPIB, Visio, and AutoCAD.

PROFESSIONAL EXPERIENCE

ADVANCED INTERNATIONAL ELECTRONICS EQUIPMENT COMPANY – Kuwait City, Kuwait 2007 to Present

Project Manager

*Serving as Project Manager for a **Motorola** Joint Venture serving commercial and government customers in the Middle East.*

Responsible for implementation of the Kuwait Ministry of Defense / U.S. Army Communications system in Kuwait. Installation and commissioning of a Motorola Astro digital 22 site communications system with two dispatch and network management centers.

- ◆ Redesigned over \$1M worth of site development with tower modifications, generators and new shelters;
- ◆ Responsible for technical and engineering supervision of 6 staff and 15 contractors;
- ◆ Managed a \$3M budget and directed subcontractors for construction of warehousing and management center buildings. Managed the interconnecting TCP/IP network engineering and deployment upgrades, equipment logistics, installation and commissioning at 25 remote sites;
- ◆ Re-established military essential communications at a remote desert site in 4 days after a catastrophic fire.

WIRELESS TECHNOLOGY EQUIPMENT COMPANY INC. – Orlando, Florida, USA 2002 to 2007

Project Manager

*Project Manager for six **Motorola** Service Centers serving commercial and government customers in Central Florida.*

Responsible for pre-sale proposal and negotiations. Implementation of numerous telecom projects in central Florida. Project technologies encompassed Fiber Optics, Radio Trunking, IP network deployment, Public Safety Dispatch centers and Bi-Directional Amplifiers (BDA). Managed project teams, contractors, and material resources.

- ◆ Successfully implemented Public Safety and commercial Nextel (iDen) Fiber Optic-RF BDA systems;
- ◆ Captured a \$1.2 million BDA project for extension of RF coverage in the new Orange County Florida, Convention Center;
- ◆ Engineered and implemented company IT system with WIN2003 servers, firewalls, routers, RDP Terminal Services, VPN, RAS, DFS and 802.11 systems. Responsible for company-wide IT management & service.

MOTOROLA LTD. – Riyadh, Saudi Arabia 1999 to 2001

Program Manager

Program Manager for the CGISS (Commercial, Government, and Industrial Solutions Sector), the global leader in integrated public safety and commercial communications solutions and embedded electronic systems with 100,000 personnel worldwide.

Responsible for design and implementation of Wide Area Public Service Radio systems for the cities of Riyadh, Jeddah, Taif, Madina and Makkah. Projects encompassed Microwave, Solar Sites, Multiple Dispatch Centers and 4000+ subscribers. Managed multi-national telecom project teams, contractors, and resources for multiple projects within the Kingdom of Saudi Arabia. Managed customs and shipping management functions. Budgetary responsibility for \$6 million annually.

- ◆ Implemented a \$22 million citywide telecom radio system in 18 months; ahead of the contract schedule;
- ◆ Challenged with the responsibility to facilitate and manage required financial and material resources in a complex cultural and legal Saudi environment;
- ◆ Aggressively led negotiations with the client on a two-year overdue project, resulting in successful revenue recognition and contract closing;
- ◆ Created and implemented an expense-tracking process for project personnel and contractors;
- ◆ Initiated streamlining of customs and freight operations by outsourcing to a local company, resulting in over \$200K of savings and a drastic reduction in cycle time and processes.

PACIFIC SERVICE TECHNOLOGIES / MOTOROLA INC. – Honolulu, HI, USA

1998 to 1999

Program Manager

Served as the Program Manager for Pacific Service Technologies; the Motorola telecommunications service center serving statewide government and commercial customers in the Hawaiian Islands.

Managed installation teams and material resources, leading multiple Hawaiian telecommunications projects through to a successful, profitable completion. Accountable for vendor / client negotiations and responsible for a \$1.7 m annual budget.

Managed Motorola's iDEN (Nextel) Hawaiian statewide build-out project contracts.

- ◆ Designed bid and quote processes and tools to optimize efficiency, productivity and profitability;
- ◆ Successfully handled account management through personalized and attentive customer service.

VENTURELABS – Oceanside, CA, USA

1996 to 1997

Systems Consultant

Scope of work included: Malaysia MMPC Systems Engineering and Proposal Development (**Motorola**). Managed in-country proposal development for this project and \$250m countrywide national ID card system.

MOTOROLA INC. – San Diego, CA, USA

1989 to 1996

Program Manager

- ◆ Implemented City of San Diego's Police and Fire public safety radio system project;
- ◆ Implemented numerous commercial and public safety dispatch (Centracom) and radio systems;
- ◆ Designed service and maintenance software products to streamline internal business processes;
- ◆ Developed international sales tracking software tools (**CAPTrack**) for improved Account Management.

PRIOR EXPERIENCE:

UNITED STATES AIR FORCE – Worldwide

1979 to 1987

Communications Engineering and Software Development. Assigned to Electro-Magnetic Compatibility group.

EDUCATION AND CERTIFICATIONS

- ◆ Master Certified Electronics Technician (CETma & RESIma) through ETA-I;
- ◆ Certified Examiner for FCC & ETA Examinations.