



Andrew Adams CV

SUMMARY

Since 1983, I have established technical /engineering sales and Installation experience in Satellite - Telecom, fiber-optic, and Security products in and outside Plant. Skilled in presenting features and benefits of technology-based products. Proven record for Sales Coordination, Technical Training, and Engineering Support of authorized distributors and manufacturer's representative channels.

SKILLS

- Satellite Uplink - Downlink C/KU Bands
• All Adobe 2023/ Visio / Unity / Lightship
• AutoCAD – Adobe full Suite 2023 -
• IP Security Camera Systems Turnkey
• Integrating of Firewalls and Routers
• NVR and DVR installation and Support
• Cyber Security Consult / Pen Tester
• Marketing SEO / SEM / Social Media
• Project Coordinator - Consultancy
• Fiber Optic Sales Representative
• RF, Cable & Fiber Design
• CAT 5-6 Installation Pre-Postwire
• VSAT - IT Engineering & Technical
• Satellite Link Budgets
• Proficient with MS Office 365
• Negotiations for Consulting Contracts
• Adobe After Effects - 4k Video Editing
• Graphic Design / App Developer
• Mixed Reality / AR/VR / Meta
• SEO With Google Maps
• Video and Web 3.0

EDUCATION

Brookdale College

Marketing

FIU N. Campus

Digital Design / E N G

Lincroft, NJ

North Miami, FL.

SCTE Society of Telecommunications Engineers
SBCA Satellite Broadcasting Comm. Assoc.
CLEC Sales and Training
Turnkey RF and Satellite Engineering
SBE Society of Broadcast Engineers

Ralph Haimowitz
Robert Behar
ICI, TCG & Global Crossings
Turnkey Communications Inc.
Miami, FL.

PROFESSIONAL EXPERIENCE

Turnkey Communications Inc.

Miami, FI

1983 – 2016

CEO and CTO / Registered D.O.D.

- IT and TV Satellite Services for the Cruise ship Industry since 1987.
• Installation and Sales for Television and Radio Stations Engineering and Technical Dept.
• Sales for DOD Government, Commercial Properties, Hospitals, and Law Enforcement.
• IT Consultancy 2yrs with Miami Health - Formerly on BOD with Banyan Health.
• Extensive Sales with Diagrams, Blueprints, and Edited Video Presentations.
• CCTV and IP-IT Security Systems for many Condominiums and Commercial Properties.
• Served on the Board 1990-1991 As Director for Programming FL. SCTE - www.scte.org
• Worked with Google Augmented Reality 2013 -- 2016
• Served on Board of Directors Banyan Health 2016

Miami Cable Contracting

1979-1983

- Aerial and Underground Construction. Post and Prewire - Splicing - Balancing.
• Extensive work with Headend and Plant Distribution Blueprints.

Engineering Solutions with a solid bottom line



- Satellite and Cable RF Design MDU and Plant.
andykadams@gmail.com
- 2017 retired
- 2018 retired
- 2018 retired
- 2020 retired
- 2021 retired / Prepping and Relocating
- 2022-23 Re-activated fully equipped and ready to serve.

Andy - cell (305) 967-3544

<https://www.turnkey.net>

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