

# Pablo Andres Saa

**Age:** 34 years old

**E-mail:** [pablosaap@gmail.com](mailto:pablosaap@gmail.com)

**Linkedin:** <https://ec.linkedin.com/in/pablosaa>

**Personal webpage:** [www.pablosaa.com](http://www.pablosaa.com)

**Mobile phone:** (+593) 9 9878 9657

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**Profession:** Computer Science Engineer

**Occupation:** Marketing coordinator  
University Professor  
Researcher and lecturer  
ITC Consultant  
Certified reviewer and editor of scientific projects and articles  
Software Engineer  
Home Automation (Domotics)  
Web Developer  
Software Administrator  
Project Management and Governance  
Strategic planning  
Staff manager

**Languages:** Spanish, English

## ACADEMIC FORMATION

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- Post degree:**
- Master of Information Systems – MIS  
The University of Melbourne, 2015  
Melbourne – Australia
  - Master of Business Administration, major in International Business – MBA  
Pontificia Universidad Católica del Ecuador – PUCE, 2012  
Quito – Ecuador
  - International Marketing Diploma  
Centro Universitario da FEI, 2011  
Sao Paulo – Brazil
- Bachelor:**
- Computer Science Engineer  
Universidad Tecnológica Equinoccial del Ecuador – UTE, 2008  
Quito – Ecuador

**Certifications and Training:**

- Methodological educational innovation based on cooperative learning  
UTE – Ecuador
- Creation of Scientific and Technical documents with LaTeX  
Universidad Tecnológica Equinoccial, 2017  
Quito – Ecuador
- Evaluation: the rubric, foundations and application  
Universidad Tecnológica Equinoccial, 2017  
Quito – Ecuador
- Dissemination and Communication of Scientific Production  
Professor Sergio Lujan-Mora, 2017  
Universitat d' Alacant - Spain
- GS1 Academic Certificate  
GS1 Australia Ltd., 2015  
Melbourne – Australia
- SNAP PAC Systems, Opto22 (Certified Trainer)  
Optimize, Inc. Weston, 2011  
Florida – USA
- Developing Web Applications with Microsoft Visual Studio 2010  
New Horizons  
Quito – Ecuador
- Writing and Action Research  
College of Charleston
- Project Design Methodology  
Dirección General de Posgrado UTE  
Quito - Ecuador
- International Science and Technology Conference, ISTE  
Ibero-American Science and Technology  
Loja - Ecuador
- Open Source Development Tools, Carnaval IT 2007  
Quito – Ecuador
- Workshop for Latin America and the Caribbean, WALC  
Quito - Ecuador

**High School:**

- Marion County High School, 2003  
Kentucky – USA
- Cardinal Spellman School, 2002  
Cumbaya – Ecuador

**WORK EXPERIENCE**

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- Marketing coordinator of the Engineering Sciences Faculty at Universidad UTE
- University professor and researcher at Universidad UTE
- University professor at Universidad Internacional del Ecuador (UIDE)
- Researcher and scientific reviewer certified by the SENESCYT

- ICT consultant in online education platforms for ALATA
- ICT consultant for the development of a clinical software for patient control and monitoring
- Engineering analysis project at the National Gallery of Victoria
- IT strategic planning at the National Library of Australia (NLA) with COBIT5
- Automation of the new intelligent UTE campus
- Senior .NET Engineer at Universidad UTE of Ecuador
  - Domotics specialist
  - Web-developer
  - Software and Project Manager
  - Trainer
- Web developer, helpdesk and maintenance at DOXA Foundation
- Junior web developer at ZNARF's Systems
- Maintenance of the web application CAO (Centro Auditivo Oral) at Instituto Nacional de la Niñez y la Familia (INNFA)
- Development of a Customer Management System at BodyTemple Fitness
- Teacher at Instituto Tecnológico Superior Gran Colombia
- Game operator at SixFlags Great America (USA)
- Webmaster, helpdesk and maintenance at FEDEUTE

## MAIN SKILLS

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- The cloud and cloud computing
- The Internet of Things (IoT)
- Big Data
- ICT tools (services, resources, collaborative work, etc.)
- Information systems: strategy, planning, governance, architecture, Project management, COBIT 5
- Business administration
- International and domestic Marketing
- International business

**Management Tools**    Planning, Human Resources Management, Strategies, Domestic and International Marketing, International Business, CRM systems  
 SWOT and PEST Analysis, Balanced Scorecard (BSC), COBIT 5

**Development Tools:** Visual Studio .Net (ASP.net), AJAX, Java Script, JAVA, VBasic, PHP, JSP, HTML, PowerBuilder, Microsoft SQL Server, MySQL Server, Cristal Reports, Reporting Services (SSRS), BSC, Power Designer

**Desktop Tools:** Microsoft Office: *Word, Excel, Visio, PowerPoint, Project, Publisher, SharePoint*

Adobe: *Acrobat Professional, Flash, Dreamweaver, Captivate, Photoshop, Soundbooth*

**ICT tools:** Moodle platform

Cloud Computing, online and web services, Web 2.0

Social Networks, Google Analytics, Mailing

## ACHIEVEMENTS

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- Certificate of recognition as member of the Committee of the International Conference on Information Systems and Computer Science (INCISCOS 2016).
- Personal formal letter from the principal of the “Universidad Tecnológica Equinoccial” to reward and congratulate my work performance.
- Saa, Pablo 2006. Sistema de Seguridad por Sensores Web. PC Magazine. Quito-Ecuador.

### International and National Awards:

- Finalist on the International development contest over 400 projects for sustainable Science and Technology for Ibero-America and the Caribbean (*General Assembly ISTE*C).
- Public distinction by the media for the Project “Sistema de Seguridad por Sensores Web”, such as TELEAMAZONAS, ETV, EL COMERCIO newspaper and EL HOY newspaper.
- Third place on the First national contest for Open Source Development. I was the first man of my University’s team “Sistema de Seguridad por Sensores”

**High School Rewards** First Honor Roll, National Honor Roll, Math’s Competition (*First Place*)  
Who’s who among American High School Students

**Kentucky Colonel** USA (2002)

**University Rewards** First place - Software Development Contest, semester 2, 2007  
Second place - Software Development Contest, semester 1, 2007  
First place - Software Development Contest, semester 2 2006  
Second place - Software Development Contest, semester 2 2005  
First Honor Roll

## PUBLICATIONS

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**2018**

**Benefits of Implementing an ISMS According to the ISO 27001 Standard in the Ecuadorian Manufacturing Industry**

*Joffre Velasco, Rodrigo Ullauri, Luis Pilicita, Bolívar Jácome, Pablo Saa, Oswaldo Moscoso-Zea*  
International Conference on Information Systems and Computer Science

**Moving the IT Infrastructure to the Cloud**

*Oswaldo Moscoso-Zea, Pablo Saa, Joel Paredes, Fanny Sandoval*  
Enfoque UTE Scientific Journal on Engineering

**Wearable Technology, Privacy Issues**

*Pablo Saa, Oswaldo Moscoso-Zea, Sergio Lujan-Mora*  
Advances in Intelligent Systems and Computing

**2017**

**Unified Cloud Computing Adoption Framework**

*Joel Paredes, Oswaldo Moscoso-Zea, Pablo Saa, Fanny Sandoval*  
International Conference on Information Systems and Computer Science (INCISCOS)

**Bring Your Own Device (BYOD), a new trend in education? Privacy Issues**

*Pablo Saa, Oswaldo Moscoso-Zea, Sergio Luján-Mora*  
16th International Conference on Information Technology Based Higher Education and Training (ITHET)

**Moving ERP Systems to the Cloud – Data Security Issues**

*Pablo Saa, Andrés Cueva Costales, Oswaldo Moscoso-Zea, Sergio Luján-Mora*  
Journal of Information Systems Engineering & Management, Volume 2, Issue 4

**Data security issues in cloud-based Software-as-a-Service ERP**

*Pablo Saa, Oswaldo Moscoso-Zea, Andrés Cueva Costales, Sergio Luján-Mora*  
12th Iberian Conference on Information Systems and Technologies (CISTI), p. 1-7

**2014**

**Propuesta de una plataforma virtual outsourcing de importación para una PYME en Quito en el área de tecnología enfocada en el sector de la seguridad aplicado domótica**

*Pablo Saá*  
Pontificia Universidad Católica del Ecuador

**2007**

**Sistema de seguridad por sensores (Home Automation)**

*Pablo Saá, Galo Barba, Daniel Erazo*  
PC World Magazine

## REFERENCES

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**Oswaldo Moscoso**      Head of the Computer Science Department (*Business*)  
**Organization**      Universidad UTE  
**E-mail**              omoscoso@ute.edu.ec  
**Location**            Quito – Ecuador

**Juan G. Jalil**            Software Engineer (*Business*)  
**Organization**      Oshyn, Inc.  
**E-mail**                jjalil@oshyn.com  
**Location**            Madrid – Spain

**Cristina Cordero**      Project Manager (*Business*)  
**Organization**      UTE Ecuador  
**E-mail**                ccordero@ute.edu.ec  
**Location**            Quito – Ecuador

**Andres Cueva C.**      Project Manager (*Personal*)  
**Organization**      University of Melbourne  
**E-mail**                andres.cueva.c@gmail.com  
**Location**            Melbourne – Australia

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