



# Christian Cordoba

Digital Forensic Expert Witness  
Chief Technology Officer, and Technology Executive  
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**Digital Forensic Expert Witness:** Technology, Telecommunications, Cell Phone Forensics, Digital evidence, Digital Forensics, Technology, EDR, ECM, EMR (Electronic Medical Records), Triangulation, EHR, Investigation, Email, Cell phone apps, information Technology, intellectual property, internet, electronics, cyber security, Documents, hacking, data retrieval.

**Senior Business Development Executive:** Professional with over 16 years of experience in business development & Sales across multiple cultures and countries. Regional leadership with a proven track record of building, leading, and motivating strong teams committed to excellence. Expertise in combining strategic thinking supported by a solid analytical approach and communication skills to drive business growth, market expansion, sales & revenue increase, and development of brand awareness.

## SKILLS:

- Accounting Systems • ECU, EDR, ECM, Etc. • Cell Phones / Smartphone Forensics • Meta Data / Video Forensics / Timestamps / Call Data Records (CDRs) • Computer Systems • Databases • Digital Cameras • Digital Fraud • Digital Media • Digital Security • Documents • Electronic Logging Devices • Electronic Medical Records (EMR / EHR) • Email / E-mail • Fax Machines • Google Data • GPS Systems • GPS Records • Hacking Events • iCloud data • Intellectual Property • Internet Browsing History • Intrusions • Medical Systems • Other Electronic Devices • Password Cracking • Photo Copiers • Photos and Images • Printers & Fax Machines • Software Applications Custom & Commercial • Software Design & Development • Social Media • Source Code Analysis • Spreadsheets • Telematics Systems • Cybersecurity • Distinguishing useful ESI (electronically stored information) from nonprobative data • Overcoming opposing counsel's resistance to producing ESI • Ensuring admissibility of ESI.
- Sales: Brand Management, Leadership, Presentation & Public Speaking Skills, Sales Management, Go-To-Market Planning and Execution, Strategic thinker with market vision, Full P&L Management, Cross-Functional Collaboration, Training Skills, Supply Chain Management, Team Building, Business Development, Creative Thinking, Negotiation Skills: Exceptional, KPI Driven, Motivational team leader, coach to maximize employee contribution. Deep Knowledge of computer hardware, Satellite antennas both Omnidirectional and Tracking, TCP/UDP IP Protocols, IoT, Cloud products, a Deep understanding of satellite spectrum, etc.
- Software Development: experience with over 6 programming languages: C, C++, Java, SQL, JSP, HTML.
- Expert knowledge of Salesforce or other similar CRM systems.
- Fluency in written and spoken Spanish and English.

## EDUCATION:

Florida International University, Miami, FL  
Master of Business Administration (MBA)

**April 2019**

Florida International University, Miami, FL  
Bachelor in Computer Science

**December 2004**

## CERTIFICATIONS:

Lean Six Sigma Yellow Belt Certified  
Goleansixsigma.com

July 2018

## EXPERIENCE:

### **Medsurity Experts, Weston, FL**

**Jan 2020 - Present**

*Digital Forensic Specialist and Expert Witness*  
*Chief Technology Officer / Chief Information Officer*

- Civil & Criminal • Plaintiff and Defense • Insurance, Corporate, Family Law
- Full-Service Computer, Technology & Digital Forensics. • Senior Computer and Technology Evidence Examiner
- Lead for Digital Forensics Division, digital evidence acquisition and preservation,
- Incorporating digital evidence into the legal strategy.

### **Inmarsat, Miami, FL**

**April 2011 - Present**

*Channel Manager, Americas*

- Managed multimillion-dollar targets and accounts including 6 distribution partners and 300 direct customers.
- Sustained and expanded sales distribution channels by increasing the number of resellers in each of the countries.
- Designed and delivered 4 new commercial products for niche markets using our services like Fleet Broadband, Fleet Xpress, and Fleet One. Collaborated with different departments throughout the organization to ensure the delivery of our new products effectively and efficiently.
- Directed and coordinated sales efforts in over 9 countries, increased the sales pipeline by leveraging opportunities for sales growth within existing customers and seeking new customer prospects in new market sectors like Leisure, O&G, Unmanned applications, passenger, cruises, IoT, etc.
- Developed and executed business plans in new markets in different regions and over 10 new sales initiatives for new resellers.
- Recruited over 20 new distribution partners in different market sectors including Land (Utilities, oil and Gas, media, transportation, etc.) and Maritime (Leisure, fishing, shipping, government, energy, etc.).
- Developed with our regulatory team the framework to obtain the country's frequency approvals to operate the last 3 generations of satellite networks and sell our services in all countries of Latam.
- Built annual Marketing Campaigns with each channel partner to support sales goals and growth.
- Lead a team of four people including account managers, product managers, and sales support.

### **Inmarsat, Miami, FL**

**March 2007 - April 2011**

*Solutions Manager/Technical Pre-Post Sales*

- Organized development and deployment of new over 24 new applications and services for mobile satellite industry.
- Built 4 standard end-user and sales training of services, hardware and applications for 6 Latam countries.
- Collaborated with multiple departments of connecting sales channel to generate more revenues in existing and emerging markets.
- Orchestrated type approval process of three new satellite terminals/services. HDR, GPS, IDP.
- Developed over 30 white papers on applications promoting services for different land, maritime and aero sectors.
- Collaborated with manufactures and engineering to launch 2 new satellite networks.

### **SunGard HTE, Lake Mary, FL**

**March 2006 - March 2007**

*Installations Specialist*

- Test and stage 5 new software versions and client environments prior to installation.
- Executed over 15 new software implementations.
- Introduced 4 end-user and 4 administrative new training programs on applications functionality.

- Completed over 30 new installations of new products for 911 centers, police, and fire departments.
- Integrated up to 3 different type of wireless network technologies including EDGE, EVDO, and RF.

**Ginn Development Company, Orlando, FL**

**April 2005 - March 2006**

*Help Desk Analyst 3*

- Managed a 24/7 Help desk support for over 1,000 clients across the U.S.
- Supervised over 4 Domain controllers and Exchange servers (Active Directory).
- Remotely supervised over 10 different data centers across 6 states.
- Managed and supported in house applications for Ginn Company for 6 resorts like: POS stations, SMS Host, room card processing systems, Blackberry enterprise server, MITEL IP phones administration, and more.

**Disney, Orlando, FL**

**January 2005 - April 2005**

*Level 1 User ID Provisioning, Technical Support (Contractor)*

- Help desk support for over 10,000 Disney users across multiple countries U.S., Latin America, Europe, and Asia.
- Set-up and maintenance of user email accounts on 6 exchange servers.
- Responsible for shared resource through DRA or AD (total of 6 Active Directory).

**Johnson & Johnson, Miami, FL**

**September 2004 - January 2005**

*NCS technical support (Internship)*

- IT support for over 1,000 users across multiple countries of Latin America.
- Remotely oversaw 2 different data centers.
- Maintained 2 different DRA Citrix Farm software required to allow VPN connections, new users, and new administrators.

**Oracle Corporation, Miami, FL**

**March 2004 – September 2004**

*Sales Consultant (Internship)*

- Prepared customized presentations of Oracle Corporation products helping increase sales by over 1.2 Million.
- Created over 100 web pages for sales consultants.
- Administered web pages, in 4 Oracle servers used for demos by sales teams in Latin America.
- Implemented 4 new Oracle Database 10g across Latin America.