



**Professional Profile of
Said Cherkaoui Ph.D.**

Dr. Cherkaoui career combines business management, applied research and academic responsibilities. From 1982 to present, Dr. Cherkaoui has held Executive positions as Vice President with both SVT Africa - and Logistics Systems, and Director of Business Development at Mercanteo / Amient, as well as Senior Manager at Sprint and Corporate Accounts Manager at Everex with responsibility for multi-million dollars portfolio of accounts and clients.

Dr. Cherkaoui has also served as the Co-Chairman of the International Business Development Committees on Africa and the Middle East at the San Francisco Chamber of Commerce where he has bridged communications between representatives of various countries and the United States. He directly brought several foreign trade delegations, which have developed business deals, cooperative programs and joint ventures between the U.S. and Foreign government agencies, private corporations and universities. Dr. Cherkaoui's has also participated in fund raising and the growth of memberships at the San Francisco Chamber of Commerce while developing linkages with other professional, trade and commerce representatives and academic institutions.

With several Community and Minority oriented organizations supporting the growth of small and mid-sized companies, Dr. Cherkaoui provided consulting services to ethnically diverse individual Entrepreneurs and firms and help them to acquire financing and sustainable growth. He has also developed and conducted professional development and specialized training programs as Entrepreneurship Trainer with several organizations and for visiting foreign delegations from China, Europe, Africa and Latin America. He has also designed several Certified Programs with training seminars and courses. For Executives, Managers, and Corporate Sales Force, small and mid-sized firms, Individual Entrepreneurs and adult learners, Dr. Cherkaoui designs and develops curriculums for training workshops and seminars on Trade, Sales, Marketing, Distribution Channels, International Risk Management, International Purchasing, International Project Management, International Business, Marketing, Finance and Trade.

Dr. Cherkaoui's extensive business and academic involvement in Europe and the United States include administrating programs, developing new curriculum, providing new course content, directing thesis, tutoring foreign students, supervising work of Faculty and Researchers, advising students and teaching Doctoral Seminars, Executive MBA, MBA, graduation research projects and Undergraduate technology-courses. Dr. Cherkaoui has also contributed in developing new strategic planning for academia and has also participated in the process of renewal of accreditation. Dr. Cherkaoui worked as Associate Researcher and Research Program Assistant in France and since 1987 in the United States; he acted as Chair of Department, Chair of Doctoral thesis, Doctoral Mentor, Program Expert Professor, Manager of Curriculum Development, Adjunct Professor, and Curriculum Developer at several Online and Onsite universities and colleges.

Dr. Cherkaoui delivers lectures and tutoring in both traditional face-to-face and virtual online courses. The related courses and seminars concentrated on Corporate Strategy, International Business, Global Competitiveness, Business and Marketing; Business Policy and Strategy; Information Technology, Global Telecommunications, Network Operations and Management, Global Telecommunications and other related Business topics such as CRM and HR Management. Through the effective use of instructional technologies and in using knowledge and information networks in learning, Dr. Cherkaoui provides content creation and authoring of managerial concepts and activities; design and development of multimedia resources and services to support instruction, research and development for onsite and online courses.

Dr. Cherkaoui has encouraged international co-operation, by initiating international research projects, and had contributed in advancing the research on the Intervention of the State and the subsequent Economic Internationalization in the Third World and in the Emerging New Marketplaces. Preeminent international scholars, researchers and Latin-Americanists have recognized Dr. Cherkaoui's research finding and publication on the Internationalization of Brazil and the role of the State as a pioneer work. Dr. Cherkaoui is a published Author of Research Document on Brazil, inserts in a dictionary on Africa trade, business and market: Europe, Middle East, and Mexico, Brazil, China (telecommunications) and Custom Relationship Management.

Dr Cherkaoui's research activities include developing and carrying out applied and relevant research in the interdisciplinary areas of the aforementioned topics using information technologies in implementing collaborative distance learning/training; enterprise security, the issue of privacy in the information age and online learning; intra-company training; operation management, project and product development, global regulation and competition in the international marketplaces.

Dr Cherkaoui holds a doctorate in Economics with Honors from the [*Universite de Sorbonne, Paris, France*](#) with Drs. Frederic Mauro and Jacques Chonchol, two of the most preeminent Latin-American Experts and Researchers worldwide. He conducted an extensive doctoral research for 14 years and initially wrote 1400 pages for the doctoral thesis. Through critical approach and the creation of a new theory and a concept named [*Sub-Capitalism*](#), Dr. Cherkaoui Doctoral Research and Thesis focused on the early transfer of technology, international investment and regional development in Latin America as well as other developing countries.

Dr Cherkaoui also received his Master of Science degree in Prospective Science from l'Institut de Prospective et de Politique de la Science under the Direction of Professor Yves Barel at the [Institut de Recherches Economiques et de Planification, Universite Pierre-Mendes France, \(UPMF\) Grenoble, France](#) and a Diplome du Second Cycle in Economics & Finance from the [L'Institut d'Etudes Politiques, UPMF, Grenoble, France](#). His graduate studies concentrated on Industrial Organization; International Trade, Finance and Technology Transfer, including the central role of the State in Africa/Middle East/Third World. His Bachelor of Arts degree in Economics and Statistics is from the same Institute. Dr. Cherkaoui also holds several U.S. Technical, and Professional Certificates on Entrepreneurship, online teaching, Sales, Business Management, International Trade, Trade Finance, Import-Export, Trade with Mexico, Telecommunications and Information Technology.