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www.vinci-energies.com/en/activities/references/our-references/ (Company)
www.graniou.se (Company)
www.anritsu.com (Company)

Top Skills

GSM
UMTS
3G

Languages

English (Full Professional)
Swedish (Professional Working)
Urdu (Native or Bilingual)

Ghazzal Mehdi

Product Area Manager (Produktområdeschef) at Flexitron AB
Stockholm County, Sweden

Summary

I possess more than 12 years of technical and sales experience that includes implementation of projects and getting new accounts.

Experience

Flexitron AB

1 year 8 months

Product Area Manager (Produktområdeschef)

September 2017 - Present

Stockholm, Sweden

- Owning the sales/purchase responsibility of all the RF/MW products in the company.
- Identify opportunities, measure and execution of common plan to help the customer.
- Own and manage partner relationships for specific engagements.
- Work closely with partners/suppliers to ensure deliver product roadmap.
- Build and maintain relationships across suppliers and customer.
- Monitor product performance.
- Identify risks and issues, escalate as appropriate; propose mitigation plans to overcome obstacles
- Pursue product and industry knowledge, identify trends and opportunities, and become a subject matter expert to help the customer with their project.

If you would like to become our supplier or customer and would like to know more about our company Flexitron AB then please contact us direct via our website

<http://www.flexitron.se/produkter/ef-mikrovag>

Sales Engineer

February 2017 - August 2017 (7 months)

Stockholm, Sweden

Father leave

Parental leave

July 2015 - January 2017 (1 year 7 months)

Stockholm, Sweden

Anritsu

Sales Engineer/Sales account manager

April 2013 - July 2015 (2 years 4 months)

Stockholm, Sweden

- Responsible for geographical business development and customer relations for Anritsu Test & Measurement instruments that include both wireline/wireless test instrument and software solution sales of Anritsu portfolio, e.g. Site Master, PIM Master, 100G Ethernet testers, Microwave communication testers, Signal Analyzer etc.
- I have extensive experienced in running the medium to large accounts, my customers includes all kind companies, i.e. R&D centers, operators, vendors, sub-contractors and educational institutes etc.
- I facilitate strategic partnership between Anritsu and customers that include in-depth negotiations about the purchase of new test systems, writing contracts for post sales activities like service and support packages.
- Competing for government organization tenders that includes, understanding the needs, meeting the criteria and bid the best price to win from the competition.
- Strong understanding of business beyond core functional expertise and In-depth knowledge of products and services.
- Responsible of developing and implementing detailed sales plans and budgeting for every semester (6 months).
- Excellent written and oral communication skills and the ability to persuade, influence, negotiate and make formal presentations in meetings and training environments.

Axians SE

LTE-4G OMC consultant for Huawei

August 2010 - March 2013 (2 years 8 months)

My company was providing consultancy role to Huawei and my basic work was to integrate all the swap sites seamless into the main network and handover to the customer (Tele2, Telenor).

- - Swap coordinator for LTE 900/1800/2100/2600 sites
- - Implementation of LTE swap project of existing Motorola and NSN base stations to Huawei BTS GSM 900 / 1800 and at the same time rollout LTE 900

- - Huawei's interface towards operator during swap.
- - Management and coordination of on-site and remote integrators (Sub contractors).
- - Perform remote configuration for 4G (LTE).
- - Verifying customer specific configuration for all subcontractors by using TRM tool Ericsson ML TN R4:3
- - Integrate all the swap sites seamless into the main network.
- - After the successful integration of site, handover the site to the customer alarm free.
- - Perform New Site Integrations and new builds on 4G.
- - Perform Site parameter modification.

Lemcon Networks

Field Engineer

February 2010 - September 2010 (8 months)

Telenor Sweden selected Nokia Siemens Networks for a full upgrade of its 3G network. Nokia Siemens Networks will deploy its Flexi Multi Radio Base Station to the whole network, and upgrade the core network. The upgrade will be providing 21Mbit/s HSPA+ services throughout the network.

Responsibilities include:-

- Conducting TSSR (Technical Site Survey Report) for existing ultra sites to swap with new Flexi BTS according to customer plan.
- Traveling to customer sites (Telenor).
- Responsible for daily Warehouse activities including dismantled equipments and deliveries.
- Commissioning, Integration & tests of NSN Flexi Node B.

Marcus Evans

Senior Sales Executive

September 2007 - February 2010 (2 years 6 months)

I worked as a Senior Sales Executive for Telecom and I.T related conferences.

Responsibilities:-

- Telephonic sales of different conferences related to I.T and Telecoms.
- Management and execution of sales processes including lead generation,
- Pipeline management, account planning, sales strategy and development.
- Research and target the market and audience for the specific conference
- Traveling to event location to facilitate and host our delegates.
- Preparing documentation and presenting progress reports to delegates.

- Organizing training for coworkers and other consultants.
- Partnership with clients to overcome their business challenges through the application of technology.

Myson Engineering System

Business Development Officer

June 2006 - September 2006 (4 months)

I have been working with Myson Engineering System as Business Development Officer to provide them Technical support for new Revenue Generating Projects (R.G.P).

Major Responsibilities:

- Meeting with clients and understand their requirements to pursue the project upbringings.
- Give technical support for auditing and purchasing any new product for the company usage.
- Establishing relationship with the new customers and understand the current national and international market scenario to evaluate the new market standards
- Developing business relationships with C-level executives (CEO, CFO's), Boards of Directors, and referral sources.

Myson Engineering Systems

B.T.S Engineer for Nokia Networks

August 2005 - September 2006 (1 year 2 months)

I worked as B.T.S Engineer, providing services to Nokia Networks for Telenor project in Pakistan.

Major Working Areas:

- GSM, Installation of new sites on turn key bases
- Communicate with the customer (Telenor) and providing support service.
- Responsible for Acceptance Testing at Nokia and/or customers premises
- Testing of all the running equipment including Transceivers and antennas.
- Antenna Sweep Testing(VSWR, Return Loss, DTF etc) .
- Site surveys, Commissioning of PDH Nokia Flexihopper radios with Siemens's SDH links for transmission services.
- Commissioning and installation of FIU 19.
- Commissioning of Newly installed and existing BTS Ultrasite and

- Alignment and Cross connection for newly installed and existing sites
- Experience in Trouble shooting and Operation & Maintenance.

Education

Blekinge Institute of Technology

MS, Electrical Engineering with emphasis on
Telecommunications · (2006 - 2008)

KTH Royal Institute of Technology

Internetworking., GSM and UMTS Architecture · (2006 - 2007)

University of the Punjab, Lahore

Master's Degree, Physics · (2001 - 2003)