

TAUSEEF AFZAL

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CAREER SUMMARY

12+ years innovation enablement, technology management, business development and strategy planning experience in the ICT and Financial services industries working in corporate and start-up companies. MBA and MS (Communications Engineering) degrees from top German universities with honors. A results-oriented, dynamic self-starter and team player having excellent leadership, communication, analytical and complex problem solving skills

PROFESSIONAL EXPERIENCE

- **Feb 2017 – Till Date** **Head of Business Development & Partnerships; Wirecard AG, Germany**
Financial Services and Payments Company; €1 Billion+ yearly revenue; 8,000+ employees

KEY ACHIEVEMENTS

- Managed business development pipeline, execution, solution implementation, stakeholder management
- Developed strategic global partnerships with FIs including banks, start-ups, merchants, resellers
- Developed frameworks for business case design, growth, contract negotiations, partner relationships
- Fostered strategic partnerships to enrich Wirecard's flagship mobile payment product boon. (based on Mastercard) and its financial services ecosystem for distribution and addition of value added services
- Conceived and implemented partnerships for micro-credits, insurance, chatbot, top-ups, lending, savings

- **Sep 2015 – Jan 2017** **Consultant Business Development; Munich Re, Tyntec GmbH, Paaysay Ltd.**
Financial Services

KEY ACHIEVEMENTS

- Actively fostered exchange of central and regional innovation and digitization across subsidiaries
- Consulted business units on developing innovation pipeline and enabled them to initiate new projects
- Worked closely with innovation scouts, external partners and start-ups in innovation centers worldwide
- Developed business strategy, portfolio target picture & new business models for IoT, financial solutions
- Fostered strategic partnerships with technology providers, partners, clients and other parties

- **Jul 2014 – Aug 2015** **Head of Business Development; MK Payment Solutions GmbH, Germany**
FinTech Start-up providing payment solutions for ecommerce; 10+ employees

KEY ACHIEVEMENTS

- Identified potential business expansion opportunities by conducting market research and analysis
- Managed the complete business development cycle; Devised a lean business model to reduce the entry time and minimize the initial investment and operating expenses for expansion into new markets
- Created innovation strategy, business plan to expand SaaS payment platform to Europe, MENA, Asia
- Managed the sales pipeline and revenue forecasting on a monthly, quarterly and yearly basis

- **Feb 2009 – Dec 2012** **Senior Key Account Manager; ZTE Corporation**
ICT Infrastructure and Mobile Devices Vendor; \$14 Billion+ yearly revenue; 80,000+ employees

KEY ACHIEVEMENTS

- Doubled sales from \$10m to \$20m+ within 3 years by up-selling and cross-selling; improved profitability
- Developed sales, business development & account strategy; developed quarterly & annual business plans
- Managed Key Accounts, B2B Solution Sales (equipment, software, services) for Telcos & enterprises
- Fostered Customer Relationship Management (CRM) up to C-level; Devised Go-to-market strategies
- Managed the complete sales pipeline from market assessment to payment collection including financial analysis, solution introduction, bidding strategy, contract negotiation, order intake, project management
- Conducted detailed market, customers and competitors' analysis to identify new business opportunities
- Managed project based cross-functional teams including members from product, R&D, logistics, finance

- **Nov 2006 – Jan 2009** **Product Manager; Huawei Technologies**
ICT Infrastructure and Mobile Devices Vendor; \$30 Billion+ yearly revenue; 100,000+ employees

KEY ACHIEVEMENTS

- Played key role in securing new business and contracts worth over \$100m by supporting the sales team
- Managed the network design and product marketing (pre-sales) teams; carried out mobile network design
- Supported sales of infrastructure, software, services by managing the complete bidding process including RFP/RFQ/bidding responses, technical proposals, pricing BoQs, business cases, contract negotiations
- Led the team for payment collection of \$200m+ for commercially launched equipment
- Worked on key projects worth over \$500 million with global telecom operators; 30m+ new subs added

• **Aug 2002 – Sep 2004** **Design Engineer; Advanced Engineering Research Organization**

Communications Research & Development Organization; 30,000+ employees

KEY ACHIEVEMENTS

- Designed and prototyped high density micro-controller & microprocessor based communication systems
- Performed schematic entry, multi-layered PCB designing, software programming, testing and debugging
- Worked on developing a 30-channel integrated voice/data communication platform with many interfaces

ACADEMIC RECORD

- **MBA (Honors)**; European School of Management & Technology, Berlin, Germany, 83%, Jan 2013 – Dec 2013
- **MS in Communications Engineering (Merit)**; Technical University Munich, Germany, Oct 2004 – Sep 2006
- **B.Eng (Elect.) (Honors)**; University of Engineering & Technology, Taxila, Pakistan, 84%, Apr 1998 – Jul 2002

PROFESSIONAL, TECHNICAL & SOFT SKILLS

- In-depth expertise of strategy planning, business development, CRM (Customer Relationship Management)
- Vast experience of Fintech, start-ups, innovation management, design thinking, agile, scrum methodologies
- Excellent analytical, critical & strategic thinking, decision making and detail oriented planning skills
- Excellent inter-personal, verbal, written communication and presentation skills, including business cases
- Ability to work independently as well as being part of a team, proven ability to motivate/drive/lead others
- Thorough computer knowledge: MS Office, CRM tools including Salesforce, project management

DISTINCTIONS & AWARDS

- 2013: Received the Kofi Annan Business Foundation's MBA scholarship for high potential business leader
- 2007-08: Huawei's Best employee of the year 2007 and Excellent product manager 2008 awards
- 2004-05: DAAD Merit and Siemens Germany Youth & Knowledge development program scholarships
- 1998-02: Aggregate 3rd position in B.E (Electrical), 2nd position and scholarship in 2nd year B.E (Electrical)
- Member of European School of Management & Technology, Berlin Entrepreneurial club and Investment club

PROJECTS & PUBLICATIONS

- **Deloitte, Germany - The role of ICT companies towards the digitization of SMEs:** MBA Thesis, 2013
Analyzed the adoption and impact of digitization / ICT (including Industry 4.0, Internet of Things, M2M, Big Data, Cloud computing, SaaS, ERP, CRM etc) on German manufacturing and Telecom / IT industries
- **Siemens/BenQ Mobile, Germany - Interactive error control for video telephony:** MSCE Thesis, 2005-2006
Investigated and implemented the applicability and performance of Interactive Error Control (IEC) methods for video telephony over wireless links under realistic constraints. Also worked as a Werkstudent for 1 year
- **Interactive Error Control for Mobile Video Telephony:** Based on MSCE Thesis
IEEE International Conference on Communications (ICC 2007), June 2007, Glasgow, Scotland
- **Time-Sliced Simulation & Testing Framework for Mobile Video Applications:** Based on MSCE Thesis
ACM/IEEE MSWiM'06, October 2006, Torremolinos, Malaga, Spain
- **Enabling Technologies - SIP (Session Initiation Protocol) Conferencing Server:** B.Eng (Elect) Thesis, 2002
Developed algorithms and implemented a SIP - Internet-based multimedia conferencing server

PROFESSIONAL TRAININGS

- **Agile and SCRUM Project Management Workshop:** 2016. Munich Re, Journey 2 Creation GmbH, Germany
- **MBA field seminar visit to Silicon Valley, USA:** 2013. Learnt about business dynamics of US companies
- **Siemens inter-cultural training on diverse management:** June 2006, Siemens AG, Munich, Germany
- **Huawei GSM/3G UMTS/IMS Product Training:** June 2007, Huawei Technologies, Cairo, Egypt
- **3G UMTS/WCDMA/HSDPA:** June 2007, Qualcomm CDMA University & Central Asian CDMA Forum
- **Mobile Technology - Basics, Applications & Services:** June-July 2006, BenQ Mobile, Munich, Germany

INTERESTS

- Researching case studies, industry analysis, forecasts; spending time with family, travelling and football
- Writing articles on business topics: <http://www.topmba.com/blog/tags/tauseef-afzal>

LANGUAGES

- English: Business Fluent (IELTS Score = Band 8.0) German: Conversational (course in progress)

REFERENCES

- LinkedIn: <http://www.linkedin.com/in/tauseefafzal>