



# ALI KAMRAN

## Regional Sales Account & Business Development Manager

00966-54-1281675

Iqama: Transferable

### Career Summary:

A young dynamic, talented and eager to achieve, have more than 8 years proven selling experience in Information technology, Networks, ERP, CRM, EAI, Middleware, Digital Transformation and varied IT Pre-Sales through hands on PMP & SDLC techniques. Have worked with well-reputed organizations around the globe like Faronics, Infosys, Microsoft, SAP, Veeam, VMware, Oracle, DELL-EMC, Cisco and many more being a partner in KSA & Bahrain to achieve strategic goals and to bring new technologies for industrial, Financial, Retail, Petrochemical, Oil & Gas, Ministries, and various other sectors to increase the productivity, reduction in task completion time, better collaboration and ease to use the technology.

### Professional Experience:

#### 1. NAIB Information Technology Co. Dec2018-Till Date

##### • Regional Sales Account & Business Development Manager

- Point of contact for Vendors and customers across the Kingdom and Bahrain
- Successfully selling solutions of Robotics Process Automation (RPA), Artificial Intelligence, DR & Backup, Azure, Private Cloud, ERP (Microsoft, Oracle), Veeam, CRM (Sales-Force, HubSpot, Microsoft) VMWare, End Point Security (EPS), ECM, Anti-viruses and many varies IT products
- Passionate to sell products of Faronics Corporation in KSA and Bahrain to Educational Sector, Ministries, SMEs, Corporate Institutions, Retail, Financial and Production sectors
- Solution resolving, time management, Stake-holder management and team management skills
- Extensive Experience in selling SAP Solutions ERP, Success Factor, Open Text, Ariba and many others
- Consultative sales approach in leveraging solution in line with customer requirements and expectations
- Excellent Budget, Conflict, communication and dispute management Skills
- Eager to create opportunities to meet the financial goals

#### 2. MENA eSolutions Dec 2016- Nov 2018

##### • Sales Account & Business Development Manager

- Business Development Representative across KSA and Bahrain
- Developed a growth strategy for potential clients
- Tendering solutions but not limited to: SAP HANA Migration, Enhancements, 3rd Party Integrations, Disaster Recovery, Cloud Solutions, Resource Contracts, Managed Services, AX Implementations, IT Infrastructure, SharePoint Portals, Business Process Automation, Oracle Fusion, Middleware, Helpdesk Support and Classroom management.
- Created Opportunities for Enterprise Application Integration, Middleware for companies to achieve Digital Transformation roadmap like TIBCO, MuleSoft and Informatica
- Rapport Building for an identification of decision makers within client organization.
- Planned approaches and Work with teams to develop proposals that speaks to the client's needs, concerns, and objectives.
- Negotiator for pricing of solutions/services
- Handled objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately
- Successfully closed multiple deals and managing the projects parallely
- Thrilled to drive sales/business by a consultative sales approach, building trust and providing meaningful service to clients in different sectors Oil & Gas, Petrochemicals, Ministries, educational Institutions, SMEs, and Production related
- Single point of contact for esteemed IT vendors like DELL-EMC, Veeam, VMWare, Faronics, Oracle, CISCO, Microsoft, Infosys, Alien Vault across the organization
- Offered Solutions related to EPS, Information and Cyber Security by conducting Vulnerability Assessment & Penetration Testing, Anomaly, Zero-day detection and remedies in such scenarios
- Sold solutions to customers by automating Vendor invoicing process in ERPs through Eye-Share product

### 3. Naizak Global Engineering Systems

Jun 2013 –Dec 2016

- **Technical Consultant**

- Successfully implemented Assima Training Suite to Saudi Aramco & JHAH
- Trained the attendees of JHAH on ISpring (Assessment software) of which results could have been uploaded on LMS (Vimago Server)
- Integration of App-listener with Vimago Server through ATS
- Designed story-boarding for various scenarios
- Created scenarios for multiple paths of training depending upon choices made during training
- Collected the data from SAP ERP for training material
- Created user groups based upon roles in their department(JHAH)
- Worked as technical and channel accounts Sales responsible for Faronics product
- Have worked in diverse Industries including Oil & Gas, Ministries of KSA, Universities, Technical Colleges, Enterprise organizations, small and medium businesses by selling solutions and working with technical teams
- Successfully implemented Deep Freeze Enterprise with LDAP/ Active directory, security policies, managing updates and maintenance schedule for various clients like KAU, Majmaah University, TVTC, KSU and MOI
- Provided technical support and clarifications to customers across the Kingdom
- Functional side experience of HRAccess software
- Consultative sales approach for various clients as per their requirements

- **Project Manager (Resource Contract) & Sales Engineer**

- Worked as Channel Sales Account Manager for Faronics products
- Successfully delivered the Resources contract (SAP, IT, LIMS, PIMS) with Petro-Rabigh
- Delivered Qualified resources from time to time to deliver the Phase2 project
- Resources categories were SAP, IT, Non-IT, LIMS, PIMS, Contract Advisors, and many more
- Hired resources from India, Pakistan, Saudia, UAE, UK and Singapore
- Handled multiple assignments in parallel
- Single point of contact for multiple Vendors and Customer
- Hands on Microsoft Customer Relation Management Modules& Microsoft Dynamics ERP (AXAPTA)
- created multiple opportunities for sales
- Coordinated sales strategy, technical design, project management, commercial input, authorization and formal document production and negotiations
- Excellent time, resource, deadlines management abilities
- Presented multiple solutions for various customers across Kingdom
- Result oriented team player with proven capability to manage sales
- Created Sales and Forecasted sales reports

### 4. Agilitron Pvt. Ltd

June 2012- April 2013

- **IT Analyst**

- Successfully installed Access Control Lists, Standard Operating Procedure internally for organization
- Maintained organizational Network, Systems, IT Infrastructure
- Provided technical support and clarifications to customers for L2 Support
- Functional side experience of MS Dynamics AX
- Worked closely with Customers to formulate and document business requirements
- identified, investigated, and analyzed business processes, procedures and work practices
- identified and evaluated inefficiencies and recommending optimal business practices, and system functionality and behavior
- test plans, which ensure acceptable quality and integrity of the system
- creating user and training documentation, and conducting formal training classes
- developing functional specifications for use by system developers
- Prepared presentations for high level scope of multiple projects for IT projects
- Trained End users for MS CRM Solution
- installed a network-based Cisco routers and Switches
- Troubleshooted and fault diagnosis in network configuration
- Installed of DHCP, DNS and Windows Server 2003 & 2008
- Installed call center based VOIP and VPN's
- implemented ACCESS CONTROL LIST

- Hands on firewalls and File Servers
- Configuration of VLAN, RIP, OSPF, BGP and other routing protocols
- implemented different policies for different user-groups
- Training documents for end users

## **Academic Qualification:**

- **Bachelor of Science in Computer Engineering**      **Comsats University, Islamabad**      **2008-2012**

## **Professional Trainings & Certification:**

- Azure Pricing & Resource Management
- Industrial Security Automation 62443
- Installation of SAP ABAP Net-Weaver
- Cisco Certified Network Associate (CCNA)
- Certificate in Information Technology (CIT)
- Assima Suite Foundation Training

## **Soft Skill Trainings:**

- Project Management Professional (PMP)
- System Development Lifecycle (SDLC)
- Business Report Writing Communication
- Sales Management Techniques