





# SAQIB ZAFAR

Infrastructure Architect & Security Specialist | Growing Expertise in Vulnerability Management | Passionate About Designing and Securing Scalable Systems

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 Karachi, Pakistan

## SUMMARY

Highly skilled IT Technical Specialist with 10+ years of experience in network, infrastructure, cybersecurity and cloud computing. Proficient in AWS, AliCloud, CISCO, FORTINET, JUNIPER. Adept at architecting and implementing robust cloud solutions, ensuring data privacy, and maintaining operational excellence

## EXPERIENCE

**Lead Solutions Architect**  
[Profiniti Solutions Private Limited](#)

08/2024 - Present  
Karachi, Pakistan

- A company specializing in networks, cloud infrastructure, and security solutions.
- Pre-Sales communication and Proof-of-Concept (PoC) evaluations to customers. Achieving 75% sales approvals.
  - Engineered and deployed scalable solutions, prioritizing business continuity and seamless system integration.
  - Directed technical support operations, streamlining client progress tracking and expediting issue resolution. Achieving 80% sales-cycle of repeat and reacquired clients.
  - Unified IT strategies with business imperatives, fostering innovation and driving transformative outcomes.

**Core Competencies:**  
Solution Design · Architecture · Business & IT Strategy · ISO Standards · Cyber Security · SD-WAN · NGFW

**Head of Information Technology Department**  
[Salsoft Technologies Private Limited](#)

02/2022 - 07/2024  
Karachi, Pakistan

- Redesigned the company infrastructure after recovering from ransom attack which resulted in total data loss.
- Lead comprehensive procedures and policies, ensuring alignment with organizational goals and industry standards.
- Ensured the security and integrity of organizational data by implementing advanced cybersecurity measures.
- Managed cost-effective resource utilization, optimizing IT budgets without compromising performance.
- Directed and developed the IT team, overseeing training, and performance management to build a cohesive and high-performing department.
- Spearheaded IT projects and initiatives, aligning technology solutions with the organization's long-term objectives.
- Collaborated with stake holders to address IT needs, fostering cross-functional alignment for operational excellence.

**Achievements:**  
100% track record of protection and prevention from ransom attacks and data loss.  
Streamlined IT operations, reducing policy-related compliance incidents.  
Enabled faster project delivery by integrating cross-departmental tools and workflows.

**Core Competencies:**  
Training Leadership · Leadership Development · Team Building · Cross-functional Coordination · IT Infrastructure · Technology Management · E-Commerce · Strategic Communications · ISO Standards · Cyber Security.

## Senior Manager Network Operations

### Saaz Enterprises

10/2016 - 02/2022

Karachi, Pakistan

- Designed and deployed customer-focused solutions strongly emphasizing data integrity and alignment with business objectives.
- Led multiple projects from inception to completion, overseeing timelines, budgets, and cross-functional collaboration to ensure successful delivery.
- Coordinated pre-sales activities, collaborating with stakeholders to assess requirements and develop tailored solutions.
- Provided exceptional after-sales services, ensuring client satisfaction and fostering long-term relationships.

#### **Achievement:**

Delivered end-to-end deployment of a client's IT infrastructure, ensuring 99.9% system uptime post-implementation.

Successfully managed a project portfolio worth PKR 10M, achieving on-time and within-budget completion for all initiatives.

Enhanced proposal accuracy by 30% through improved requirement analysis and communication strategies.

Established a robust support and feedback mechanism by achieving a 20% increase in client retention.

#### **Core Competencies:**

Project Commissioning · Project Delivery · Project Coordination · Project Estimation · Business Process Optimization · Technology Management · IT Infrastructure · Project Management · Business Analysis · Network Security Implementation

## EDUCATION

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Bachelor of Science in Computer Science (incomplete)

07/2013 - 05/2021

### Dadabhoy Institute of Higher Education

- Completed coursework in Networking, Programming and Business Analysis.
- Shifted focus to professional opportunities, gaining hands-on experience in IT solutions, project management, etc, which enhanced practical skills and industry knowledge.

## TECHNICAL SKILLS

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|----------------------|----------------------------|
| • Strategic Planning | • Cloud Architecture       |
| • Problem Solving    | • Vulnerability assessment |
| • Crisis Management  | • Negotiation              |
| • Creative Thinking  | • Customer Orientation     |
| • Cyber Security     | • Adaptability to Change   |

## CERTIFICATIONS & TRAININGS

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- Six Sigma White Belt
- CCNA Route n Switch
- CCNA Security
- CISCO IOS Security Specialist
- FORTINET NSE 3
- FORTINET NSE 4
- MCAFEE NGFW
- MCAFEE SIEM
- AWS Cloud Practitioner Essentials
- AWS Cloud Technical Essentials
- Architecting Solutions on AWS
- 4011 recognition award by CISCO

## LANGUAGES

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| • English - Fluent | • Urdu - Native |
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