

**Professional Summary:**

Over 22 years of experience in top multinational ICT sector's companies like **BTC Networks, XEROX & Masters Technology**, Directed employees and consultants to maintain a high-level of service by the ICT departments, focused on developing solid solutions in collaboration with all the other actors of the business and its partners. Seeking a managerial position where I can utilize my managerial, technical skills, experience in Project Management, Telecommunication and ICT to be a part of a multinational professional business environment and working with high calibre personnel.

---

**Area of competences**


---

- Business Development and planning.
- Mega and Rush ICT project management.
- Excellent capabilities on Building strategic relationship with Client and Venders
- Implementation of the ICT strategy, including budgeting.

---

**MANAGEMENT PROFICIENCY**


---

- Drive business growth through aggressive management initiatives that result in increased revenue growth.
- Identify, establish, and manage strategic relationships with clients to leverage significant long term business opportunities.
- Ensure customer service is afforded highest attention and priority.
- Recruit, train and motivate dynamic employees for optimum operations.
- Verify appropriate action plans and performance measurements based on corporate goals and KPI's.
- Team Building Management.
- Project management & Quality assurance.
- Successful build and maintain Client loyalty.
- Strategic thinking, Customer driven and absolute result oriented

---

**P R O F E S S I O N A L   E X P E R I E N C E**


---

**Baud Telecom Company (BTC Networks)****Jeddah, KSA****May. 2013–Present**

**ICT Project Manager** for KING ABDULLAH BIN ABDULAZIZ Third Saudi Expansion of HOLLY HARAM MAKKAH & surrounding area security buildings in SHAMIYA area with Project budget of 330 Million SR (Communication, IT Infrastructure, VoIP, Access Control, light Current and security) within 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> Fix Scope.

- **Manage the Project Delivery** includes but not limited to: Achieving the schedule, budget plan, getting customer acceptance, invoicing and collection.
- **Participating in PMO** to develop project plans of technical packages.
- **Report the monthly progress** including outlook till year end.
- **Preparation Risk Mitigation plan/procedure** for project.
- **Participating** on project progress evaluation reports and progress presentation for stake holders

**Masters Technology Company (MTC)****Egypt****2002 to May2013****Chief Information officer****4 Years****Regional Manager****4 Years****Pre-Sales manager****3 Years**

In charge of setting a new mission and vision ensuring that Return on Investment is up to the shareholders expectations.

- **Establishing and implementing** short / long-range departmental goals, objectives and policies.
- **Manage the company Project Delivery** includes but not limited to: Achieving the company target plan, getting customer acceptance, invoicing and collection.
- Long Term **planning** to include a 5 years steady growth.
- **Manage the project planning** including but not limited to: Complete Market Penetration, Regional Expansion and Customer retention.

- **Prepare the company annual business plan** including cost budgeting for approval by the BOD timely and efficiently.
- **Directed and managed** project development from beginning to end.
- **Supervising** the **design and cost control** of projects.
- Prepare professional business and technical presentations for customers and internal staff.
- **Preparing enterprise objectives** and budgets to facilitate the orderly and efficient capture, storage, processing, and dissemination of information.
- **Reviewing and approving** major contracts for computing and information technology services and equipment.
- **Emphasize** the importance of team work & maintain an atmosphere of mutual respect among the staff.
- **Consulted** with Engineering/Technical offices to develop appropriate technical solutions.
- **Negotiated** with vendors and suppliers.
- **Purchasing** systems where appropriate, Designing, testing, installing and monitoring new systems.
- **Being involved** in sales and support and, where appropriate, maintaining contact with client organizations.

#### Projects/milestones:

- **Managed projects** activities for Broadband/transmission/DSL infrastructure over 330 TE Centrals.
- **Managed projects** for installing **more than 3,000,000 client's ports**.
- **Managed** VoIP projects, communication project/ fiber connectivity projects
- **Managed** NOC and post sales Customer Service Teams serving more than 250,000 Client.
- **Directed** and supervised the installation more than 50,000 Customer's ADSL.

#### Xerox - Egypt

#### Egypt

1992 to 2002

IT Manager

5 Years

Senior IT Infrastructure Engineer

3 Years

Service Engineer

2 Years

- **Developing and delivering** theoretical and practical training programs to process operatives, ensuring that all the associated functions of preparation, assessment, verification and course development are undertaken
- **Field service and support engineer** responsible for customer base equipment maintenance
- Provide Technical support to peers
- **Identify training and development needs** within the organization through job analysis, appraisal schemes and regular consultation with business managers.
- **Directed computing and IT strategic plans**, policies, programs, and schedules for business and finance data processing, computer services, network communications, and management information services to accomplish corporate goals and objectives.

#### Projects/milestones:

- Project Manager for **installing Contract and Billing system and printing network for TE Telecom** Egypt within half of Egypt.
- Managed Team for the administration and maintenance of **Xerox's infrastructure for both WAN and LAN**.

---

### TRAINING COURSES - CERTIFICATES

---

- **Quality:** Problem Solving Technique, Customer First., LTQ (Leadership Through Quality), Customer handling and customer's loyalty Guarantee.
- **Technology:** CCNA, CCNP, Local / Wide Area Network (LAN, WAN), Wireless Communications, Microsoft MCP/ MCSE ,N+, A+, C++, Network concepts, Field Support, Network Connectivity Management, Designing, Planning and Optimization, System Integration and Migration.
- **Other skills:** Selling Skills, Team Managements, Training the trainer, Quality Control, Business Process Optimization, Contract Negotiation, Customer Service, Forecasting, Vendor Relations, Purchasing and Pricing.

---

**Key skills, competencies and personal features**

---

- Excellence mindset striving to exceed expectations. I Advocate teamwork, quality and delegation to build winning profitable companies.
- Strong leadership, team building and motivational skills developed through working on many project-based tasks. Ability to prospect and analyze different projects needs and accordingly implementing the appropriate action plans needed.
- Self motivated and always accept challenges as they help to explore myself and learn more about my personal capabilities.
- Good negotiation and communication skills. Responsible personality with ability to work hard and under pressure.

---

**Educational Achievements**

---

**B. Sc. of Electronic Engineering, Telecomm Dept.**

Menoufeya University, Egypt, 1991

**Microsoft Certified System Engineer MCSE,**

United Nation, OUDA, Egypt 1997

**Project Management Professional**

Global knowledge, Egypt, 2012

---

Date of Birth: 1 June 1968  
Nationality: Egyptian

Email: aelmahmoudy@btc.com.sa  
Mob #: +966 55 5173922

---