Adnan Akbar

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Trusted Cloud Advisor | Digital Transformation Consultant | Leading Innovation

Career Objective

To become more useful person for society by providing them technical solutions to enhance their business!

Executive Summary

Accomplished professional with around 21 years of experience and expertise in transformation, advisory, consulting, architectures design, solution selling, business development & entrepreneurship.

Proven record of collaborating with executives & decision makers in delivering transformational projects. Experience of building and leading teams towards a common goal of achieving desired results for organizations.

Skilled in Public & Hybrid Cloud, ERP & Oracle Fusion Applications Integration, Analytics, Digital Assistant, Advisory Consulting, Software & Product Engineering related to stages of business life cycle starting from discovery to cloud adoption.

Experience @ a Glance

➢ Trusted technology advisor with international exposure.
➢ Received multiple awards and recognitions.
➢ Successfully delivered multiple transformation projects possessing high financial and strategic importance.
➢ Worked on Enterprise Solutions & Architectures for transformation projects across industries.
➢ Led multiple data center & Cloud adoption and migration projects.
➢ Led multiple Integration and Digitization projects with successful delivery record.
➢ Partnered with executives & decision makers on Public Cloud adoption.
➢ Proven track record of business growth and organizational goals achievement.
➢ Led Pre-Sales engagements with Key & Strategic customers from initiation to closure.
➢ Planned, Led & Executed Go-To Market Initiatives & Campaigns for Cloud Adoption.
➢ Developed strategies and Business Plans for Digitization and Cloud.

Awards/Recognition

➢ Employee of Quarter Award by Oracle for FY 22 , Q4 (June 2022)
➢ Employee of Quarter Award by Oracle for FY 21 , Q4 (June 2021)
➢ Spot Award by Oracle for FY 20 , Q3 (2020)
➢ Madhack- Oracle Hackathon JAPAC regional Finalist (2022)
➢ Madhack- Oracle Hackathon JAPAC regional Finalist (2020)
➢ Employee of Year Award – Micronet Broad band
➢ Employee of Month Award - Micronet Broad band

Skills, Strengths & Trainings:

➢ Oracle Cloud Infrastructure 2019 Certified Architect Professional (Sep-2020)
➢ Oracle Cloud Infrastructure 2019 Certified Architect Associate (Aug-2020)
➢ Oracle Autonomous Data base 2019 Certified Professional(Jul-2020)
➢ Oracle Golden Gate Pre-sales Specialist 2016
➢ Oracle Immersion Training in Macau June 2016
➢ AWS builder services (Jan 2020)
➢ AWS EC2 Manager (Dec 2018)
➢ AWS Solution architect Training by Corvit (Feb 2019)
➢ IBM Enterprise Design Thinking Practitioner (May 2020)
➢ Inspur Certified Specialist (2015)

➢ PPRA -Public Procurement Rules and Regulation 2012
➢ EMC Proven Professional –Data Loss prevention (DLP)
➢ CA Spectrum certified
➢ CA E-health certified
➢ JNSS-Enterprise Networks (Jan 2006)
➢ JNSS-S Networks Sales Specialist , Security (Jan 2006)
➢ JNSS-AC Networks Sales Specialist , Unified Access Control (Jan 2006)
➢ SE Training Session from Nortel (Malaysia, Kuala Lampur 2008)
➢ MCSE 2003 training from NICCON institute , Islamabad
➢ Interconnecting Cisco Network Devices ,ICND(2003)

Career Ventures

Oracle Malaysia   *Feb 2019 – to-date*

Principal Cloud Engineer Japan and APAC HUB

Responsible for managing and growing Oracle Cloud in Global & Strategic Accounts. Partner with customers in their transformation journey through Public Cloud Adoption. Grow Cloud Practice and competency to ensure customers are able to realize the value of their investment through Cloud migration & adoption.

- Collaborate with customer Leadership & Executives Teams to ensure value realization.
- Partner with technical decision makers on Cloud Advisory and Adoption.
- Multiple Level engagements with customers on Cloud Migration & Adoption.
- RFP /Sizing/Architecture & Solution Design/ Demo /Proof of Concept/Proof of value
- Achieved annual KPI related to APAC region.

Oracle Corporation   *Oct 2015 – June 2018*

Solution Specialist, Integration (ASEAN Region)

Responsible for managing and growing Oracle Integration business & Cloud practice in ASEAN Region. Partnered with customers in their transformation journey leveraging Public & Hybrid Cloud. Establish & grow Cloud Practice and build team competency to deliver Integration Cloud services.

- Collaborated with senior executives in their journey to cloud.
- Partnered with technical decision makers on Cloud Advisory and Adoption.
- Multiple engagements with customers on Cloud Migration & Adoption strategies & roadmaps.
- Successfully rolled out solutions through Architecture and Solution consulting engagements.
- Represented Oracle at various forums & public events.

Interactive Group (Interactive Convergence)   *Sep 2011 – Sep 2015*

Sr. Manager

- Technical Advisor and consultant related to Data center, Cloud Computing, Managed services Infrastructure, Networking, Storage, Connectivity, Data-center, Application, Operation & Maintenance.

- o I used to propose Solutions related to Juniper ,Oracle Process automation , EMC , IBM , Netapp , Symantec , Mobotix , Aviglon , Delta, APC, , Health Management Information System , Office automation system , TIER 3 data center Managed services , Red Line and O3B .

Emitact Group (Access Communication Solution)   *May 2008 – Aug 2011*

General Manager

- o Architecture & Solution consulting engagements with customers leading to multiple wins.
- o Engaged with customers on strategy & roadmap for IP/MPLS, ITSM NOC /SOC adoption.
- o Rolled out Go-to-Market initiatives and campaigns to Security and surveillance projects.
- o Achieved revenue targets & year-on-year growth.

Almoayed Group   *Sep 2007 – Apr 2008*

Account Manager

Engaged with customers for implementation of industry solutions and transformation initiatives.

Premier Systems   *May 2006 – Aug 2007*

Assistant Manager

Technical sales related to Juniper Networks for Telecom sector.

Micronet broadband   *April 2004 – May 2006*

Assistant Manager

Technical sales related to Broadband ISP, Data center, Managed Services.

World Online   *Sep 1998 –Sep 2001*

Director (Entrepreneur)

Dial up ISP (Internet Service provider) company set up as an Entrepreneur.

Education

- o MBA-ITM (International Islamic University, Islamabad Pakistan)