

Zahid Jamal a.k.a. "Z"

Hometown: Chennai, India



Marina Beach

Education



Degree in Business and Finance

Professional Experience:



In search of my true calling...

Goldman Sachs
Reliance Mutual Funds
Wildcraft
Dell Technologies



7.5 years; FDP, SOCP, FRP Y2

Rotations: Accounting, CFS, GBO & GO Finance

Post FDP: GBO APJ Central RTB, Rotated in various roles within the team

Y1 GBO SSP controller for APJC Data-center business

Y2 Global GTM Strategy for ISG Sales

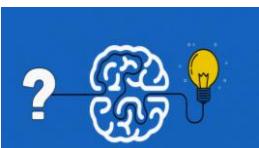
What do I do in my Current FRP role?



Go To Market



Business Partnership



Problem Solving



Strategic Thinking



AGA KHAN DEVELOPMENT NETWORK



Me outside work:

- Yoga & easy running
- Food ❤
- Reading
- Giving back to society
- Travel (mountain hiking)



My Favorite:

- Phrase: Embrace Tough Love
- Quote: You only fail when you stop trying
- Role Model: My Mother, Ray Dalio, Nikhil Kamath



Fun Fact:

If I hadn't chosen a career in finance, I may have become a fashion designer.

DELL Technologies

Zahid Jamal | Individual Contributor



Role: GBO ISG GTM (Y2 FRP)
Time at Dell: 7.5 years
Time in Role: 3 months

Key Outcomes Required of Current Role

- Design & Execution of ISG Sales GTM Strategy
- Sales Opex Management & Capacity Modelling
- Drive ISG Sales Pursuit Model Execution
- Support WW UDS & DPS Run-the-Business initiatives

My Brand | My Value

Fostering business fervor through team synergy, rooted in integrity, and committed to empowering societal progress.

Education | Professional Certification

Masters of Business Administration (Finance) – Gold Medalist for Excellence in Biz. Mgt.

Symbiosis International University | 2018

Bachelors of Commerce (Finance)

Loyola College | 2016

Development Programs

Finance Development Program (FDP), Dell

06-2018 to 08-2020

Sales Ops Certification Program (SOCP), Dell

09-2020 to 10-2021

Positions at Dell Technologies, Key Experiences

FRP Y1 | GBO ISG SSP controller for APJC Data-center business | 04-2024 to 03-2025

- Operationalize the ISG GTM strategy on the field (GTM Modernization, ISG Pursuit)
- Improve business predictability & provide business insights (deep-dives)
- Drive various ISG programs & initiatives (HE Accel, TR, PTC, InQtr pipe detection)

Post-FDP | GBO Central RTB | 09-2020 to 03-2024

- Support overall APJ STO+ business (SoR, RTB, Outlook & other BMS activities)
- Build APJ PowerStore BMS & facilitated weekly reviews with APJ/ geo sales presidents
- Support SA storage business (SoR, RTB, Outlook & BMS related activities)

FDP S4 | GOF Market Commodities | 03-2020 to 08-2020

- Automate Kingston inventory tracking process & Bricks tracker
- Support Memory & SSD Std cost setting & industry reporting for future simulation

FDP S3 | GBO Asia Emerging Markets | 09-2019 to 02-2020

- Support consumer pricing, profitability & RTB activities for AEM region
- Co-ordinate ONE APJ MRL process and large deal review

FDP S2 | CFS India Credit & Collections | 03-2019 to 08-2019

- Drove 30% headcount efficiency by decreasing post-delivery customer documentation
- Drove reduction in delivery delay through Shipment on hold (SOH) policy governance

FDP S1 | Global Accounting Shared Services | 06-2018 to 02-2019

- Facilitated in-housing accounting activities previously outsourced to Accenture

Key Strengths | What & How

Results oriented: Operationalized the APJC ISG Pursuit model strategy (GBO); Designed multiple ISG program plays to drive top-line growth – SPS TAP, HE Acceleration (GBO); Reimagined Storage BMS reporting (GBO); 200+ hrs./ qtr. avoidance by automating Kingston inventory tracking (GOF)

Controllership: Reduced bank recon. open items from \$145M to ~\$65M (Accounting) & drove various MAP/MRL control initiatives for the SAKE region (GBO)

Project Management: Managed multiple projects with various stakeholders to drive business transformation (CFS)

Business Partnership: Maintain strong stakeholder relationship across Sales, Presales, Product Ops, Marketing & Finance (GBO, FPA)

Development Opportunities | What & How

Strategic Thinking: Contribute to the overall business growth & profitability. Thinking big picture. Strategic vs tactical

Field Mindset: Ability to marry data with the field reality to generate insights. Not being data lop-sided

Influencing Skills: Drive high impact cross-functional projects

Next Possible Assignments

12-36 Months: Hone on strategic thinking, controllership & business transformation skills

3-5 Years:

People management experience in the Agentic AI world

