

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

Me outside work:

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



AGA KHAN DEVELOPMENT NETWORK



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.

DELLTechnologies

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	Development Programs
Masters of Business Administration (Finance) – Gold Medalist for Excellence in Biz. Mgt. Symbiosis International University 2018 Bachelors of Commerce (Finance) Loyola College 2016	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 <ul style="list-style-type: none">• 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 <ul style="list-style-type: none">• 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 <ul style="list-style-type: none">• 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 <ul style="list-style-type: none">• 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 <ul style="list-style-type: none">• 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 <ul style="list-style-type: none">• 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) Controllershship: 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, controllershship & business transformation skills 3-5 Years: People management experience in the Agentic AI world

