Mazen Ibrahim

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***Objective***

Obtain a position as a Sales Executive where there is a potential for growth and where my education and skills will be a valuable addition.

***Education***

John Abbott College AEC 1997-1999

Social Sciences

**Herzing College** **1999-2001**

Micro-Computers and Networking

**Mcgill University** **2004-2005**

Linux/Windows System Administration

***Languages***

English,French

***Career-Related Experience***

***ADP*** **January 2016 to Present**

Sales Executive

* + Managed a team of 10 Sales Associates
  + In charge of Recruitment and Associate training and development
  + Achieved and surpassed month on month sales plan and quarterly plans
  + Achieved first year team quota of 1.3 million
  + Build and maintain quarterly plan to Increase sales

DISTRICT MANAGER

* + Achieved and surpassed quarterly and monthly plans
  + Top salesperson in Canada 2 months in a row for small and medium Business
  + Qualified for Super Starts in top performers for FY19
  + Acted as a mentor for new hires
  + Maintain customer pre and post sales relationships
  + Build and maintain relationships with New clients
  + In charge of building and maintaining partnerships with Scotia bank and Bank of Montreal for Ottawa and Quebec Territories

**Senior IT Sales Consultant**

Lead Technologies **JANUARY 2014- August.2016**

* + Team lead responsible for a team of 6 employees
  + Responsible for Purchasing and Sales with Vendors B2B
  + Responsible for B2B Pre-Post Support
  + Responsible for Customer Service
  + Responsible for Inside Sales
  + Meeting clients at their offices, identifying their requirements and then proposing solutions
  + Worked with Multiple IT Vendors and sales leads – Provided technical advice to customers on all installation and usage aspects of computer systems and networks both pre as well as post sales.
  + Negotiating commercial and license agreements with clients
* Remote and on-site troubleshooting and resolution at client locations
* Administered and monitored Symantec Anti virus Corporate Server.
* Installed, Configured, Administrated Virtual Machines on ESX servers.

**Senior Technical Analyst January 2013- June 2013**

Staples Canada

* Administered Cisco Switches
* Senior level Network support
* Responsible for B2B Sales
* Administered and Setup F5 Load Balancing Servers
* Virtualization of servers Vmware ESX,SAN
* Administered Nagios Network Monitoring Server
* Administered Data Center Servers and Switches
* LAN/WAN support
* Administered Active Directory and Exchange Server 2003,2008
* Configured Site Failover in a High Availability Environment

**System Operator / Analyst October *2007 – July 2012***

Vigilant Global

            Montreal, Quebec

I was assigned tasks which included programming, testing, Employee training and deployment of many different software in a multi-server environment.

**Technologies**: XTrader, AutoIT, FPGA, Cisco, IBM,VMware. Endace Dag.

* Administered High Frequency Trading Systems using X-Trader
* Network and Software Support
* Performed Employee Training and coaching
* Benchmark testing and set up for FPGA Including Stratix III, IV
* Analysing Wireshark Captures for Network Data
* Installed and Configured Dag Cards for Network Packet capture.
* Installed and Configured Bloomberg and Reuters Terminals.
* Administered windows workstation/servers 2003,2008.
* Installed and configured VMware virtual machines hosting servers and workstations.
* Performed scripting to automate tasks using Autoit.
* Administered Windows Servers remotely in multi-Location Data centers (1000 Servers)

**Customer Service and Sales Manager *Jan 2005 – October 2007***

Dialogic, Telecommunications

Montreal, Quebec

* In charge of Purchasing and IT Sales B2B
* Manage Customer support team
* Manage Sales Team
* Sales Propositions and Solutions to potential clients
* Exceeded sales objectives and quota by an average of 30% throughout the year
* LAN/WAN Support and Monitoring
* Administered Firewalls
* Media Gateways (VOIP, Speech Server)
* Testing and implementing all products

**Technical Sales Lead** ***Nov 2002 - 2005***

Bell Sympatico

Montreal, Quebec

* Senior level Network /Software Support for Bell Internet Business and Home users.
* Sold software online and suggested and sold creative products to customers.
* Awarded “sales representative of the year” for finishing first in sales for Bell clients and B2B
* Obtained and surpassed sales quota for B2B and Home users.
* Team Lead for 10 Employees
* Employee Training and coaching

**References Available Upon Request**