

Tariq Saied

Chief Operating Officer at Jigsaw24

tusaied@yahoo.co.uk

Experience

Chief Operating Officer at Jigsaw24

March 2013 - Present (4 years 1 month)

Responsible for Operations and I.T. at the UKs biggest Apple B2B value added reseller. Working with a great team to build Jigsaw24s fantastic service offerings.

IT Services Programme Director at BT Engage I.T.

June 2012 - February 2013 (9 months)

Seconded to BT Business strategy team providing technical leadership of “go to market” and IT services portfolio and propositions teams. The role also included due diligence activities on prospective acquisitions for BT Retail.

Business case preparation for I.T. service propositions for mid-market and enterprise options;

Portfolio gap analysis with action plans to address new offerings;

Sales and technical support on key IT Services new contracts;

Identification and analysis of acquisition targets for BT Business and Retail.

Managed and Professional Services Director at BT Engage IT

October 2010 - June 2012 (1 year 9 months)

Professional & Managed Services and Hosting

BSF Technical Director at Redstone

February 2009 - November 2010 (1 year 10 months)

Responsible for all technical aspects of Redstones current deployments and new bids.

Group IS Director at Redstone

April 2008 - November 2009 (1 year 8 months)

managing director at redstone managed solutions

August 2005 - March 2008 (2 years 8 months)

Technical director - Iron Mountain Europe at Iron Mountain

September 2003 - February 2004 (6 months)

Account Director at Hays CSG

2002 - 2003 (1 year)

IT Director at Hays

2000 - 2003 (3 years)

Client Development Manager at Axis Resources

1997 - 2002 (5 years)

Various Roles at RHM Foods

July 1987 - April 1997 (9 years 10 months)

Business Analyst at RHM Foods

1987 - 1997 (10 years)

Skills & Expertise

IT Service Management

Managed Services

Outsourcing

Service Delivery

ITIL

Consultancy

Cloud Computing

IT Strategy

Team Management

Team Leadership

Consultants

Data Center

IT Outsourcing

Storage

SaaS

Service Management

PRINCE2

Professional Services

Telecommunications

Solution Selling

Virtualization

Unified Communications

Pre-sales

Disaster Recovery

Incident Management

Business Strategy

Network Security

IT Operations

Infrastructure

Security

Business Continuity

Project Delivery
Cisco Technologies
Management
Sla
Integration
VMware
Enterprise Software
HP
Solution Architecture
CRM
VoIP
Vendor Management
WAN
Enterprise Architecture
Microsoft Technologies
Information Technology
Servers
IT Management
System Deployment

Education

Staffordshire University

BSC Hons, Computing Science, 1985 - 1988

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11 people have recommended Tariq

"I worked within Tariq's organisation at BT and during that time Tariq was a very hands on, approachable senior Manager, which provided great motivation for his people. Tariq really "gets" the IT services business and this pays dividends with the results and changes that are delivered under his guidance. I would have no uncertainties about working with Tariq again. "

— **Jade Quinn**, *Service Operations Performance Manager, BT Engage IT*, worked indirectly for Tariq at BT Engage IT

"Tariq is an excellent leader and mentor who I worked under and learnt from, he is well versed in both the technologies and management practices required in the IT services industry. Tariq is a natural leader who comes over as the ultimate professional whether he is talking to an engineer, the CEO of a multinational company or as has been the case several times St James's Palace. I enjoyed and learnt a lot working with Tariq and would not hesitate to work with him again or recommend him for any role."

— **Paul Briggs**, reported to Tariq at BT Engage IT

""Tariq is a very Professional, reliable, approachable Director who is always helpful and calm in a busy working environment. In the time I have worked with Tariq he has motivated the team to achieve results and has improved morale massively. Tariq is a decent honest Director who understands IT services and how to get the best from a team. I would recommend him for any future role.""

— **Sally Owen**, worked indirectly for Tariq at BT Engage IT

"I have worked with Tariq on numerous projects over a number of years and his knowledge and expertise is second to none. This, coupled with a superb "can do" professional attitude makes him a pleasure to work with. Tariq is a very dedicated and amenable individual who is passionate about project success and customer satisfaction; and with his excellent attention to detail brings an exceptional addition to any business. A dedicated professional whose abilities can be counted on to make a projects work!"

— **Simon Baker**, worked with Tariq at Redstone

"Tariq brings a wealth experience to the table from both a technical and commercial perspective. His analytical mind and forward thinking technical brain sets him apart from the crowd. Calm and collected under pressure, he can see things that others do not. He is an individual who is tremendously dedicated to his business and someone who always finds time to manage and mentor those around him. And somehow he still finds time to be a real family man! It was a pleasure to work with and for Tariq."

— **Tim Jones**, reported to Tariq at Redstone

"I have had the pleasure to work with Tariq for the last 7 years. He was the IT Director for Xpert Systems when I first started to work for him and has been a source of inspiration and motivation for me since. Personally I have found Tariq to be a very approachable and likable person with a great sense of humour whilst professionally he is dedicated diligent and dependable in everything that he does, gaining the respect of peers and subordinates alike and made some significant achievements in the process. I would wholeheartedly recommend Tariq for any position he is considered for."

— **Steven Wilkinson**, reported to Tariq at Redstone

"Tariq has always proved to be a great person to work with. He uses his breadth of business and IT experience to achieve the results he requires. On a practical level, he contributes guidance where appropriate and on a personal level is approachable and understanding. Tariq's attitude removes unnecessary pressure and allows him to complete the tasks he sets out to achieve. I strongly recommend him for any role that he believes himself capable of fulfilling."

— **Eric Tomlinson**, was a consultant or contractor to Tariq at Redstone

"I had the pleasure of working for and with Tariq for over three years during our time at Redstone. Tariq's receptive management style fosters fantastic team development that complements his creative thinking and breadth of knowledge. Tariq is thorough with the detail but always maintains strong control of the strategic plan. He is fantastic at building partnerships with a dedication for customer service, a highly committed colleague that tirelessly tackles every challenge."

— **Jon Nowell**, reported to Tariq at redstone managed solutions

"Great motivational leadership with a clear focus on the company. Tariq is always ahead of the game leading (and supporting) all of the team."

— **Roydon Woodford**, reported to Tariq at redstone managed solutions

"Tariq was our technology director who could convert technology speak into commercial reality to really deliver significant value to the business. I worked with him with the implementation of the CRM solution and he was instrumental in ensuring its successful deployment."

— **David O'Connor**, worked directly with Tariq at Iron Mountain

"Tariq is a dedicated Sales Professional who builds strong business relationships that are based on mutual understanding and benefit."

— **Wayne Crichlow**, worked directly with Tariq at Hays CSG

[Contact Tariq on LinkedIn](#)