Dr. Ihsan Riaz

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A dynamic, result oriented and seasoned professional, with 20+ years of experience and visible achievements in the areas of Technology, Product Management and Product development. Strong commercial acumen; a leader and a problem solver, someone who is able to see the big picture, and put in place strategy and plans that can be successfully executed to meet the requirements of a successful business.

CORE COMPETENCIES AND SKILLS

- Visionary Leadership
- Profit/Loss
- Policy/Procedure Development and implementation
- Human Resource Management
- Strategic Planning
- Management of Engineering teams
- Contract Negotiation
- Project Management (software and IT projects), used tools like Jira, Trello and Slack in addition to MS Project
- IOT, Big Data and Mobile technology business.
- Technical skills(including software engineering, programming with Java,Python, databases, internet technologies (web-based), cyber security and Microsoft Office
- Management of Technology and business operations
- Google Analytics
- Business Analysis
- Program management
- Entrepreneurial background
- Start up Experience
- International Experience

Work Experience

Entwrx Ltd 2016-present (Director) Managing corporate affairs, product development, business development marketing and sales. Brought the operational cost down while improving performance. Recruited and managed a team of software consultants.

- Act as an on-site resource and liaison with client.
- Identified and resolved problems and provided suggestions/training for improvement that will benefit the client and employ multiple approaches to solve the problems.
- Promoted a motivated team approach, with open lines of communication which succeeds in the accomplishment of individual, client and company goals.
- Attended client meetings, conduct presentations to upper management and client concerning issues, programs or projects.
- Collaborated, counselled and advised on various educational aspects of the organization.

Flipware Tech Ltd Glasgow UK. May 2012-present. Director (Consultant and PM functions)

Drive projects to completion through effective project planning, leadership and hands-on participation when needed. Managed, supervised and reviewed work of personnel engaged in planning, design, estimating, inspection and management of projects.

Increased the sales/revenue of clients by providing services for business development and agile software development.

- Developed and launched products for the company. Secured the client projects and then delivering the end product as per customer's requirements.
- Managed consultants by establishing the targets, communicating them and providing the feedback to get the best possible results.
- Ensured client compliance and code of conduct policies were followed
- Developed monthly status reports for internal and client teams
- Developed and managed timelines and ensured projects were completed in a timing manor
- Mentored and supported team members on how to navigate the industry guidelines and changes as well as promote individual career growth
- Managed and achieved project profitability
- Oversaw fundraising and grant application process
- Oversaw key management functions including supervision and training of staff, task delegation, and performance evaluation; recorded reflective information using performance evaluation forms.
- Evaluated future projects cost estimates and budgets
- Primary influencer for global R&D strategy development. Coached leaders in a process to create yearly goals and objectives based on strategy and demonstrated how to break it down to their department and individuals for professional and department success.
- Assisted in developing customer requirements and reports.

- Wrote reports including general findings, key insights, and draft conclusions and recommendations for clients review, turning data into actionable direction to the client.
- Developed budgets and managed to them Weekly/Monthly/Annually
- Negotiated prices with all clients on potential projects
- Directed, supervised, and coordinated Quality Assurance.
- Led and developed full-scale iteration plans for implementation.
- Managed the operational and technological aspects of projects
- Reported on project progress and communicated relevant project.
- Traced, escalated and resolved critical issues to minimized
- Followed up with clients to ensure satisfaction.
- Launched apps and games on IOS and Android platforms. Provided solutions including web e-commerce, big data, cyber security and IOT based projects for clients. Line managed these projects.
- Provided strategic consultancy services to the clients including Intellimec, Accenture, Kenja, Zenga TV, Inter-medical, Saturn Oil and Gas, Smart Office Ltd, Ramsay partnership and Zebec Systems.
- Delivered critical software releases on time and within budget. Directed cross-functional and geographically distributed R&D teams to deliver software.
- Coordinated outsourcing budget for vendors (offshore and within the UK): submitted Proposals, drafted contract documents, reviewed and approved invoices.
- Managed vendor non-staffing Software Information Development Teams accountable for authoring project support documentation.
- Prepared, implemented and managed Project Plan, QA Plan and Development/QA schedules
- Provided consultancy services for IT solution to customers.
- Currently working on a major project with **Modo Systems Ltd** where we are helping the client redesign (with data analysis) and market Modo app from its web site Modo.net. The website is currently getting around 125000 visitors/users per day from all over the world. The **Modo app** is available for both Android and IOS platforms.
- Another example project that is underdevelopment is medcaro.com
- Working with the University of Sterling and the University of Strathclyde to help them commercialise some of their research projects.

Tricast Solutions Ltd, Glasgow UK • January 2007 – February 2012 CEO (Covered CTO and PM functions too)

Founded the company to create cutting edge mobile development technology for developing applications and software solutions on mobile phones. Raised $4M of investment. Hired a senior engineering management team. Developed a Java based user interface development tool kit that allowed quicker development of applications with smart phone grade user inter phase (UI) on feature phones. Introduced the initiatives that lead to the increased visibility of the company &products while achieving higher retention of customers and staff.

- Set up and developed top performing fully functional **operations** in Glasgow (UK) and Asia (Subcontinent) with Engineering and sales functions. Instituted cost efficiencies that reduced overhead by 30 percent.
- Represented the company in the tech industry shows like Java One and CTIA in the US and Mobile World Congress in Barcelona at a number of occasions. Managed these marketing events.
- Managed resource and equipment requirements for multiple projects, oversaw all reports and documentation
- Managed relationships with subcontractors
- Facilitated design and code review meetings
- Collaborated with Polish, Indian and Pakistani teams to improve software validation and options testing and release process.
- Migrated current projects using a Waterfall model to the Agile/Scrum framework.
- Facilitated IT management and implementation meetings,
- Lead and managed IT strategy. Developed and implemented IT security policies and procedures.
- Implemented solutions by monitoring project progress; tracking action items; conducting design and implementation reviews; examining, researching, and resolved issues and provided plans to mitigate risks.
- Technical leadership at the project level; Participation in Requirements, Design, and Test Case reviews.
- Cross-functional team coordination (including international software development teams)
- Analyzed and documented business requirements.

- Developed, sold and deployed world leading mobile solutions for customers in different territories. They include:
  - On device portals
  - User Interface Frameworks (TWUIK)
  - Tricast Mail (Email client for Mobile Phones) with advertisements
  - **Tweeter Mobile (Social networking application for phones that connected with twitter) with advertisements** Final whistle app with integrated advertisement on all major brands handsets.
- **Built and led** a creative engineering team that developed innovative products and technologies for mobile phones converting feature phones into smart phones.
- **Recruited, managed, mentored, supported and coached** the engineering team members.
- Managed **HR operations** to help improve the performance.
- Developed successful **relationships** and **network** of customers and partners including OEMs, operators and content providers.
- Deployed the software solution to **Electronics Arts (EA)**.
- Delivered R&D solution to Sony Ericsson in Sweden.
- Reduced the costs of engineering operations by setting up an office in Lahore.
- Developed and implemented **in bound** digital marketing strategy for promoting the software tools and solutions worldwide.
- **Developed and deployed an** online **educational web application** for medical students with a customer.
- Integrated **in app advertisement** in the development tools offered while forging partnerships with already established mobile advertisement players.
- Developed Cricket Companion app (selected by Sony Ericson as the best app) with a community of 20 M+ while developing and implementing marketing strategy. Deployed it over multiple platforms .

Picsel Malaysia Sdn Bhd, Kuala Lumpur, Malaysia • Sept 2003 – December 2006
Managing Director (Covered IT management and PM functions)
- Lead, recruited, organised and managed a very productive South East Asian Operation for the company. These new operations were successfully integrated with the rest of the company.
- Significantly **reduced engineering costs** by training and mentoring a team of newly hired engineers who became very productive and were regarded highly by their colleagues in the HQ and equally by the customers like Samsung in Korea and Sharp in Japan.
- Collaborated with Japanese, Malaysian, South Korean, Chinese and UK teams to improve software validation and delivery to the customers.
- Prepared, implemented and managed Project Plan, QA Plan and Development/QA schedules.
- Monitored work of project teams (engineers, testers, technical writers) and provided assistance as necessary to ensure adherence to quality standards, project requirements, schedules and budgets, including the preparation and tracking of project plans using Microsoft Project.
- Implemented automated testing using company proprietary automated tests servers.
- Implemented **ISO quality management systems**.
- Managed the development of a world class software product that were deployed on hundreds of millions of devices including the ones manufactured by Sony Electronics, Samsung, LG, Sharp and Motorola.

Picsel Technologies Ltd, Glasgow UK • January 2001 – September 2003
 Manager IT and Logistics Operations
- Recruited and built a top performing IT team to support corporate IT and customers.
- Developed and implemented IT security policies and procedures.
- Acquired a new office for the company HQ in Glasgow and managed the successful move without disrupting any work. Managed the logistics and company's participation in Telecom trade shows in the UK and abroad.
- Managed the IT budget and negotiated hardware/software deals.
- Line managed the project for creating internal department web site for internal information sharing.
- Line managed internal security and best practices audit and improved them to meet Nokia partnership requirements.

Glasgow Caledonian University, Glasgow UK • 1998-2000
Lecturer and Research Associate (with PM function)
- Taught and supervised students in the lab and classes and developed the plans for a new lab for the Energy and Environmental Technology Department.   Managed R&D budget for the lab; published 3 publications and earned a PhD.

- ◆ Modernised the lab facilities for postgraduate research by researching and procuring appropriate solution and equipment.h.

LANGUAGES

Fluent in English, Urdu, Punjabi, Hindi and basic Arabic

Programming Languages and Databases:

Java, Python, Java Script, HTML, CSS, SQL.

Application Publisher:

Published apps on Android and IOS platforms.

Education and Professional Development

- ◆ University of Glasgow. October 2015 – August 2016. PgDip. Information Technology(Computer Science). Won **Gold Award** on successful group project for its intuitive user experience (UI etc) and execution of the project. Managed the project and guided the UI strategy. Projects covered during the course included different technologies IOT(smart cities/traffic), internet technologies, java and Cyber security.
- ◆ Glasgow Caledonian University • October 1998 – June 2001. PH.D. Energy and Environmental Technology
- ◆ University of Strathclyde Glasgow • April 1995 – May 1997.M. Phil. Bioscience and Biotechnology
- ◆ Microsoft 2001. MCSE (Microsoft Certified Systems Engineers)
- ◆ **In house training in Finance for managers 2006**
- ◆ **ILX group online training 2013**
  Prince2 Foundations course, ITIL foundation course.