Naveed Ahmad

Lead Cloud Solution Architect & Cloud Presales at Codeninja Inc

An Experienced IT professional with over 11 years in Cloud and IT Operations. Proficient in cloud presales, design, managed services, and solution transformation for top IT firms in Pakistan, as well as clients in the USA. Seeking a role in a reputable organization to cultivate productive relationships, implement cost-effective solutions, and address operational gaps for mutual growth.

📊 Strengths & Skills

- ✔ AVD & Citrix
- ✔ Cloud Computing
- ✔ Infrastructure Design
- ✔ PowerShell
- ✔ Monitoring Expert
- ✔ Project Management
- ✔ Virtualization (VMware)
- ✔ Azure Active Directory
- ✔ Cloud WAF Framework
- ✔ Cost Optimization
- ✔ Office 365
- ✔ Discovery & Assessments
- ✔ Team Building
- ✔ SOW Drafting & RFPs
- ✔ Cloud Managed Services
- ✔ Cloud Presales
- ✔ Disaster Recovery
- ✔ IT Service Delivery
- ✔ Security and Compliance
- ✔ ServiceNow & Nagios XI
- ✔ Workload Migrations

🎓 Academics

MIT / PUCIT, Lahore, Pakistan / 3.2 CGPA   **2013**

✳ Certifications

Azure Cloud Solution Architect

Azure AI Engineer Associate

Azure Administrator Associate

Azure Network Engineer Associate

Azure Security Operations Analyst Associate

Azure DevOps Engineer Expert

Azure Cosmos DB Developer Specialty

Azure Data Engineer Associate

AWS Solution Architect Associate

AWS Cloud Practitioner

☑ Experience   11 years

Codeninja Inc. Senior Cloud Solution Architect & Lead Cloud Presales	9 months	Dec 2023 - Present
Zones Lead Presales Solution Architect	2.7 years	Mar 2021 - Nov 2023
Systems Limited/ Visionet Inc Advisory Cloud Engineer	4.8 years	May 2016 - Feb 2021
i2c Inc System Administrator – Linux/Solaris - NOC	2.3 years	Jan 2014 - May 2016

Contact Info

- 📱 +494042307806
- ✉ naveedahmad4500@gmail.com
- 🌐 https://www.linkedin.com/in/connectwithnaveed/

🏠 Hamburg, GE
Hamburg, Germany

🏆 Awards

- 30 + Cloud Certifications | 2024
- 5-Star Service Certificates | 2023
- Silver Performance Award | 2022
- 5-Star Service Certificates | 2022
- Best Cloud Team (Delivery Lead) | 2020
- An Emerging leader in Cloud | 2018

⚙ Industries

- Information Technology

✳ Functional Areas

- Cloud & IT Operations

🔊 Languages

- English - Native
- German - Beginner

☆ Hobbies

- Cloud Computing
- Mentoring & Coaching
- Physical Sports
- Tech Blogging
- Volunteering

📋 Work History

Codeninja Inc.	Dec 2023 - Present (9 months)

Senior Cloud Solution Architect & Lead Cloud Presales

Lahore, Pakistan

- Designed Structure for Cloud Center of Excellence (COE), implementing governance models ensuring 100% compliance with legal, security, and operational standards with a team size of 30 Employees.
- Successfully partnered with AWS, Oracle, and Azure CSP program to drive cloud business growth and enhance organizational capabilities Fully responsible to manage Service Level Agreement and contract negotiations, including but not limited to Scope of Work, Schedule of Compensation etc. effectively aligning vendor offerings with strategic objectives and slashed a 20% improvement in service delivery.
- Successfully developed and executed a cloud orientation strategy, leading to improved efficiency and innovation company-wide
- Conducted regular security assessments and risk analyses, achieving a 100% compliance rate with industry regulations and data protection laws
- Ensured cloud service delivery and Solution which met performance and quality standards, achieving 99.9% uptime
- Achieved a 40% increase in organization's cloud adoption by taking on the role of principal cloud advocacy.
- Ensured efficient life cycle management of employees' hardware and software by overseeing acquisition, setup, deployment, and retirement processes
- Identified, monitored, published, and managed goals and measurements to drive continuous improvement in workplace operations. Sold Interpedently led Presale of cloud technology solutions worth $2 Million (Assess, Design, Migrate, Manage), boosting revenue by 15%
- Led the Scope of Work and Request for Proposal drafting yield into effecting vendor engagement

Zones	Mar 2021 - Nov 2023 (2.7 years)

Lead Presales Solution Architect

Lahore, Pakistan

- Managed and developed technical relationships with small/mid-market accounts, leading to a 20% boost in customer satisfaction Demonstrated ability to improve efficiency by 25% through conducting Azure assessments and migrations
- Served as a Subject Matter Expert for Azure and Microsoft Cloud technologies, facilitating successful migration projects. Partnered with Account Managers to successfully complete RFQs and RFPs, resulting in a 15% increase in winning bids Streamlined preparation of SOWs and pricing estimates, resulting in a 20% improvement in proposal turnaround time Oversaw post-sales Technology Solutions delivery, achieving high-quality outputs and customer satisfaction
- Sold cloud technology lifecycle solutions (Assess, Design, Migrate, Manage), boosting revenue by 15% Contributed to the sales team's efforts, resulting in a 10% increase in successful account qualifications
- Proposed best practices, optimizing customers' cloud presence and performance, resulting in a 20% cost reduction
- Achieved 100% compliance with cloud privacy regulations by effectively organizing cloud systems in collaboration with IT security. Directed infrastructure movement procedures, successfully managing bulk application transfers into the cloud.

Systems Limited/ Visionet Inc	May 2016 - Feb 2021 (4.8 years)

Advisory Cloud Engineer

Lahore, Pakistan

- Delivered large-scale cloud projects on time and within budget, increasing client satisfaction by 25%
- Assessed and migrated legacy applications to cloud-native services, reducing costs by 15%
- Delivered round-the-clock assistance resulting in a 99.9% system uptime
- Utilized AWS services and CloudFormation Templates, improving infrastructure reliability
- Managed and successfully executed multiple cloud-based projects resulting in a 25% improvement in team productivity
- Designed cost-efficient cloud solutions, reduced operational expenses by 20%
- Developed Business Continuity and Disaster Recovery plans, ensuring data integrity and availability
- Streamlined infrastructure migrations with PowerShell, reducing deployment time by 40%
- Monitored infrastructure with Nagios, Azure OMS, and AWS CloudWatch, enhancing system health
- Designed Citrix Cloud solutions, improving application delivery and user experience
- Enhanced security through the implementation of Azure AD and Active Directory solutions
- Achieved a 15% cost reduction by effectively managing cloud billing and pricing models to optimize budget

i2c Inc	Jan 2014 - May 2016 (2.3 years)

System Administrator – Linux/Solaris - NOC

Lahore, Pakistan

- Optimized provisioning and configurations, leading to a 30% decrease in setup time.
- Maintained 99.9% uptime through the utilization of Nagios and Xymon monitoring systems
- Promoted timely completion of projects through efficient task allocation
- Elevated efficiency of system automation with the integration of refined Bash scripts
- Achieved hardware and firmware upgrades for all business critical infrastructure
- Utilized automated tools to ensure precise tracking of server inventory
- Implemented Sunray-based Virtual Desktop to enhance security
- Optimized storage usage with VNX & EMC 5300 LUN management