

ABDULRHMAN ALI

Saudi Council of Engineers # 454037, Jeddah, Saudi Arabia +996 540699672 Abdulr7man.3li@gmail.com

PROFESSIONAL SUMMARY

Skilled Administrator highly effective at motivating teams and streamlining operations. Analytical problem solver and persuasive communicator with talent for thinking outside the box for creative solutions.

WORK HISTORY

Product Manager 07/2017 to Current

Baud Telecom Company(BTC), Jeddah , Saudi Arabia

Distribution Channels Sales (SMB)-BSC DEP.

Experienced Sales And Marketing Specialist with a demonstrated history of working in the information technology and services industry. Skilled in Customer Support, Analytical Skills, Event Management, Team Building, and Administration

- Creating buy-in for the product vision both internally and with key external partners
- Developing product pricing and positioning strategies
- Work closely with engineering teams to deliver with quick time-to-market and optimal resources
- Design network and telephony solutions (primarily Avaya, Grandstream and Unify) and prepare competitive proposals to win customer contracts.
- Prepare Sales Submittals, Equipment List and respective quotations as per the requirements of the clients and attend high level meetings to convince.
- Activate Licenses for Avaya and Unify systems for all clients for BSC and BTC Communications
- Products Coordinator for all company products
- Train local partners and distributors on Avaya, Grandstream and Unify systems
- Key Clients brought onboard
- Ministry of Health
- Mohammed Yousuf Naghi
- Ahmed Abdulwahed

ENTRY LEVEL NETWORK ADMINISTRATOR 12/2016 to 12/2017

Advanced Generations Schools, Jeddah

- Configured all hardware devices and software settings to optimise network performance.
- Resolved network incidents and faults quickly and effectively for optimised staff productivity.

COMPUTER SUPPORT SPECIALIST 12/2013 to 12/2014

Jeraisy Riyadh House, Jeddah

- Installed wiring, cabling and devices to establish, repair and improve network operations.
- Evaluated network performance to optimise traffic flow, maintain security and improve processes.

SKILLS

- Design solutions
- Presales
- Cost analysis
- Vendor training
- Customer Relationship
- Design execution
- Inventory control
- Technical support
- Experience of Cisco LAN Switches
- Installation. and set up of routers and Switches

COURSES AND CERTIFICATION

Cisco Certified Network Associate Industrial (**CCNA**)

Cisco Certified Network Professional (**CCNP**)

Microsoft Certified Solutions Associate (**MCSA**)

Microsoft Certified Solution expert (**MCSE**)

EDUCATION

Computer Science and Engineering **CMR University** (Bangalore 2015)

- Developing new, and improving existing, computer-based technologies, systems, and solutions.
- Working with computer programmers, information technology professionals, and mechanical or electrical engineers to solve problems and create products.
- Designing and engineering operating systems, software, hardware, networks and communications, and databases.
- Researching information transfer and computation theory.
- Solving technological problems.

High Diploma in Information Technology Networking&Administration **New Horizons**

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