

# MOUSA AL-SHEHAB

## SENIOR PRE-SALES CONSULTANT

Experience in the design and implementation of complex IT solutions (including scalable cloud-based solutions and microservices architectures). Excellent communication and leadership capabilities. Great experience and knowledge in advanced technologies in Cloud Computing, Software Defined technologies, Networking, Wireless, Security, Administrations and Infrastructures.



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|                        |                        |                           |
|------------------------|------------------------|---------------------------|
| SYSTEM ADMINISTRATIONS | MIGRATION & DISASTER   | PRICING, QUOTATIONS & SOW |
| CLOUD COMPUTING &      | RECOVERY               | CLOUD MIGRATION           |
| CONTAINERIZATION       | PRESALES & LEADERSHIP  | STRATEGIES                |
| MARKETING & ECOMMERCE  | RFP, RFI, RFQ RESPONSE | PROOF OF CONCEPTS POCS    |

## WORK EXPERIENCE

### PRESALES CLOUD CONSULTANT, VIRTUAL VISION V2, 01/2022 - PRESENT

- Assess & Design infrastructure and technology platforms, including operating systems, compute, Storage, Data Center networks, virtualization, Data Protection, databases, cloud-based and Internet-related tools.
- Responsible for identifying, and documenting technical solution, risks, costs, creating solutions that to meet customer, contract, and deployment requirements.
- SME for public cloud (AWS & Azure), VMware cloud solutions, and cloud migration technology domains.
- Make decisions based on scope of the deal and possible trade-offs to best meet client's objectives within the limits necessary to win the contract.
- Lead the managed services for Security such as SIEM, SOC and Firewalls and provide it as a service
- Created migration strategies to bridge development gaps between existing software architecture and future updates.
- Identified sales opportunities by assessing environment and devising and implementing winning strategy.
- Determines hardware compatibility and/or influences hardware design.

### PROJECT MANAGER, WIPRO LTD, 2011 - 2022

- Mentoring and technical leadership through active communication of the architecture and assisting developers with detailed design, implementation and testing
- Contribute with the largest organizations in the region such as Saudi Aramco, SABIC and SEC for at diversity filed of technologies like ERP systems, System Administrations and Infrastructure.
- Led IT team across variety of projects by providing High Level Design, BOQ, Technical Proposals, Network Diagram, and the required consultancy.
- Provide support to secure and deliver reports related to business and projects performance to the senior level management.
- Responsible end to end to get the projects successful by coordinate with internal resources and third parties/vendors for the flawless execution of multiple projects
- Identifying staff development and training needs and putting together bespoke training pack for them.

### SAP TRAINEE, ALBILAD ALARABIYA, 2010 - 2011

- Get hands on training about ERP Systems development and enroll at first development projects.
- Fix software bugs, develop applications performance and respond to End-user tickets to get resolved.

### IT SUPPORT ENGINEER, NIZAK ENGINEERING SYSTEMS ,MAR -2009 - 2010

- Get hands on training about ERP Systems development and enroll at first development projects.
- Fix software bugs, develop applications performance and respond to End-user tickets to get resolved.

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## ADDITIONAL SKILLS & EXPERTISE

### ADMINISTRATIONS

- Experience in **Windows & Linux (and UNIX)** operating systems in server environments.
- Setting up and installing computers, networks, and software.
- Manages upgrades and implements security controls.
- Server **Patch deployment** and troubleshooting and resolving Server operating systems-related technical problems.
- Monitoring System status, usage, and **performance and maintaining Tuning** systems, cleanup, and resource management.
- Building and maintaining deployment and **infrastructure automation tools**.
- Administer server utilities such as File Servers & Print Servers including installation, managing users' shares and permissions, observing file growth and troubleshooting user access problems.
- Conduct surveys and research to identify areas that require improvement and ways to achieve desired improvement

### ERP -SAP (ECC - S4 HANA)

- Long term experience with **SAP** developments projects with Saudi Aramco, SABIC and SEC.
- Develop **ERP applications** (SAP ABAP Programs) and dealing with different SAP Modules.
- Upgrade SAP applications and transactions from ECC to S4 HANA,
- Experience in **SAP UI5, FIORI, ODATA** services, CRM, ITSM configuration, role assignment. and administer related basis activities.

### CLOUD COMPUTING & CONTAINERIZATIONS

- well knowledge and able to deal with cloud computing services like **AWS and Azure**.
- Understanding the benefits of the digital transformation for private cloud and public cloud.
- Dealing and understanding new container technologies like **Docker, Kubernetes and openshift**.
- Cloud, DevOps, Mobile, business Process Management, and Hybrid Integration; Software, Cloud Services (**IaaS, PaaS and SaaS**)
- Interfacing and managing vendors, third-party partner resources, contractors and other suppliers.
- Design the best fit solution based on clients requirement in terms of **cost, Security and High Availability**.
- Reached and contacted with multiple 3rd party vendors for most complexity projects for **security and load balancing** and other solution.
- **Backup & DR as a service** plan management.

### MARKETING & ECOMMERCE

- Web design using different web platform and **administer websites/portals**
- Prepare the web with UI design best practices.
- **Social Media marketing, SEO Analysis, PPC** campaign.
- Market research and identify the opportunities and find the relevant keywords and marketing strategies

## EDUCATION & AWARDS

### UNIVERSITY OF PORTSMOUTH

*Bachelor in Business Information Systems, 2014*

### SHAW ACADEMY

*Diploma in photography, 2016*

### JUBIAL INDUSTRIAL COLLEGE

*Diploma in Information Technology 2009*

### IELTS ENGLISH 2021

*Cambridge Assessment Test Band 6.0*

### AWS CERTIFIED

*Amazon Cloud Practitioner CLF-C01 -2019*

### SAP SYSTEMS CERTIFIED

*SAP NetWeaver Development 2010*