



## Suhail Karbhari

Senior Sales & Biz Dev Leader

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*With 16+ years of experience in Sales & Business Development of Multi Cloud, Cyber Security & SaaS Solutions, I have successfully managed to outgrow the business to multi-million dollars with consistent growth rate of 20% YoY. I have been a Product Owner for 3 SaaS applications and leading a team of 15 members.*

Sales Planning	Key Account Mgmt	Negotiation
P&L Analysis	Team Mgmt	CRM/ERP

## EDUCATION

### MBA in Information Technology

National Institute of Management

### Marketing Strategy Certificate

Cornell University

## CERTIFICATION

### Microsoft Cloud

Microsoft Certified Technology Specialist

Microsoft Sales & Presales Specialist

Microsoft Virtual Academy – Gold Badge

### Alibaba Cloud

Accredited Cloud Associate

### Google Cloud

Google Cloud Sales Expert

### AWS Cloud

Business Professional

Certificate in Executive Leadership & Virtual Selling

Certificate in Artificial Intelligence & Digital Twin

## EXPERIENCE

2015 – Present  
Position  
Reporting to  
Reported by  
Achievements

**Squid Technologies Co.**  
**Head of Sales & Biz Development**  
**Group President & CEO**  
**15 Team Member**

- Grown business to \$3.2 Million.
- Achieved 200+ active customer.
- Product owner for 3 SaaS products

Responsibilities

- Developing strategic business plans to achieve company Vision & Goals.
- Manage Key Accounts, Vendors, Distributor & Alliance Partners.
- Preparing Sales, P&L and Performance Reports to help top management.

2012 – 2015  
Position  
Reporting to  
Reported by  
Achievements

**Alfalak Electronics Co.**  
**Division Manager – Cloud Computing**  
**General Manager**  
**15 Team Member**

- 200+ partners/resellers recruited.
- 2 strategic government initiatives.
- Sales of up to \$ 1 million.

Responsibilities

- To manage and lead all the 15-channel sales executive in three major territories of KSA.
- Develop Product Plan including Sales & Marketing for Cloud Computing products.
- Recruitment & Enablement of Channel Partners for indirect sales.

2009 - 2012  
Position  
Reporting to  
Reported by  
Achievements

**EXA Information Technology**  
**Product & Partner Dev Manager**  
**CEO**  
**3 Team members**

- 20+ partners recruited.
- Executed GTM/Branding campaign.
- Sales of up to \$ 100 K.

2008 – 2009  
Position  
Reporting to  
Reported by  
Achievements

**Alsayed Group of Companies**  
**ERP Functional Consultant**  
**Reporting to Deputy CEO**  
**Reported by 2 Team Members**

- Successfully implemented the ERP system.
- Developed group wise IT strategy and development plan