

Mourad Abdullah Soliman

Microsoft Solution Architect / Presales Manager

Objective

To contribute to the overall success of a multinational firm as an influential member also meeting and developing my interpersonal skills and qualifications.

contact



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[Mourad Soliman](#)

professional experience

Jun 2020 - Present

Solution Architects Unit Manager / Logicom Distribution / Riyadh, Saudi Arabia

- Take over all unit KPIs and achievements.
- Heading full team of SAs/Pre-sales/Operation team members to utilize for the business needs.
- Planning with Vendor for the full year technical development plan cascade and business strategies.
- Planning for Events/Roundtable/workshops across regions for all marketing activities.
- Align with all channels (partners /vendor/local team) to ensure new technologies adoption plan success .
- Forecast over all segments' Certificates and specialties with company in weekly basis.
- Managing Logicom solutions team across Saudi (Central/East/West)

Jan 2018 – Jul 2020

Cloud Solution Architects/Pre-sales Manager / Logicom Distribution / Riyadh, Saudi

- Deliver Microsoft Azure Roundtables/Events/Webinars of All Cloud products and solutions to market through resellers or customers.
- Supervise on Azure proposals and monitor delivery process and jump in whenever needed.
- Deliver Azure Demos/POCs VS Cloud competitors products and solutions to End customers to support resellers .
- Engage on big projects (SAP on Azure/Azure SQL PAAS/Machine learning & AI services) to make sure milestones are successfully delivered on time
- Deliver training/workshops for resellers on Microsoft cloud products (Azure solutions and Add-ons) explain selling points and profitability model for resellers.

Nov 2014 – Dec 2017

Microsoft Cloud Presales / Logicom Distribution / Riyadh, Saudi Arabia

- Microsoft Cloud workloads/Subscription maintain and increase more awareness and knowledge base to Microsoft resellers.
- Convert on premise/traditional direction to cloud business and subscription business model presenting.
- Deliver presentations of Microsoft Azure/O365 services and solution to market through resellers and customer's events explaining technical features.
- Training for resellers on Microsoft cloud products (Office 365/Azure) explains technical points and OPEX model for resellers.
- Deliver Azure Demos/POCs VS Cloud competitors products and solutions to End customers to support resellers .
- Maintain relation and technical courses with vendor for ensuring smooth frequent business

Jun 2011 – Oct 2014

services Account manager / ACS (Arabic Computer System / Riyadh, Saudi Arabia

- Arrange meetings with customers to discuss pains and problem they have from old existing systems and application.
- Consulting customer by providing solution that help in business enhancement and problems solve.
- Presenting new products related to business field to increase work performance.
- Identifying and developing new business through networking, and courtesy and follow-up calls.
- Providing advices to account managers in accounts to increase true up and create new leads for customer budgets.
- Meeting sales team to introduce new solution and services can applied in their accounts.

Apr 2010 – Jun 2011

IT Sales / Regional IT Solution (RITsol) / Riyadh, Saudi Arabia

- Understanding customers' diverse, specific business needs and applying product knowledge to meet those needs.
- Ensuring quality of service by developing a thorough and detailed knowledge of technical specifications and other features of employers' systems and processes, and then documenting them.
- Identifying and developing new business through networking, and courtesy and follow-up calls.
- Cold-calling in order to create interest in products and services and generate new business leads and arrange meetings.
- Identifying opportunities for further sales and new areas for development through detailed research of the specific industry/market.
- Preparing and delivering customer presentations, and demonstrations of the software, articulately and confidently.

- Marketing and promoting a portfolio of products by writing and designing sales literature, and through attending industry events.
- Providing technical advice to customers on all aspects of the installation and use of computer systems and networks, both before and after the sale.
- Meeting sales targets set by managers and contributing to team targets.
- Networking with existing customers in order to maintain links and promote additional products and upgrades.
- Providing support to customers, often on a helpline, offering clear advice and solutions wherever possible

Achievements



✓ **Winning Distributor of the year – 2016**

Making strike jump in Microsoft business with over achievement with Microsoft target after law expectation of execution from vendor with last rank of market share distributor in Q1.

✓ **Microsoft cloud profit acceleration - 2017**

Maximizing Microsoft team profit by 50% with passing exam certifications for vendor competency requirements as cloud platform distributor.

✓ **Winning Cloud Distributor of the year – 2018**

Participating in Logicom growth business and acquiring for 55% market share of cloud business

✓ **Re-frame west region resource utilization - 2019**

Helping West region resource to plan, execute different tasks to focus on target achievements with follow up and redirect effort towards business requirement and resource utilization

Skills



Microsoft:

- Windows server 2012 R2, 2016 & 2019.
- Windows 7, 8 & 10.
- Hyper-V
- Assessment tools.
- Office 365
- Microsoft 365
- Azure Migration
- SQL Migration

Network

- TCP/IP
- RIP, EIGRP & OSPF
- DHCP
- DNS
- VLAN
- STP
- Subnetting
- CCNA R&S

Project Management

- Leadership
- Communication
- Planning
- Time Management
- Multitasking
- Budgeting

Communication Skills

- Communication Skills & technique.
- Presentation Skills.
- Team building Strategies.
- Marketing concept
- Emotional Intelligence

Courses & Certification



- 70-533 Implementing Microsoft Azure Infrastructure Solutions
- 70-346 Managing Office 365 Identities and Requirements
- 70-347 Managing Office 365 administration and advanced

Others:

- UNIX operating systems - Solaris administration

Education

2003- 2007

B.Sc. of Engineering

Computers & Automatic Control Department

Tanta University, Egypt.

Personal Details

Date of birth : 13/10/1985

Gender : Male

Marital status : Married

Driving license : Available

Iqama : Transferable

Hobbies:

