

SHANAWAZ MAJEED KHAN

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Objective:

Seeking new challenges as Pre-Sales Consultant / Sales / Business Development / Key Accounts Management/ Channel Management in ICT Industry or Enterprise / Hospitality sectors. Experienced Telecommunication Professional with 14+ years of versatile & proficient experience in wide spectrum of technologies ranging from IP Telephony, IPTV, OTT, broadcast, CCTV & Access Management solutions, etc

Key Highlights:

- Strive to explore every potential opportunity to develop current business and increase sales
- Bilingual & effective communicator (English & Arabic) with both internal & external customers
- Ability to design and present innovative solutions to clients
- Extensive level of industry acumen; updated with current trends and able to converse with client on issues and challenges at multiple levels of customer management
- Proactive customer demeanor with convincing attitude & approach
- Ability to take ownership and responsibility to drive the Pre-sales / POC / Integration / delivery
- Capable of working in an Independent autonomous environment
- Good knowledge of IP Telephony, IPTV, OTT, CCTV workflows with a good understanding of the market needs and an ability to learn & retain knowledge on the full line of products
- Brief understanding of cloud technology and IP based services and infrastructures
- Handled Project Across Middle East & North Africa till SAT.

Areas of Expertise:

- Pre-Sales
- Key Account Management
- Business Development
- Channel Management
- Project Management
- Solution Delivery
- Strategic Executions
- Client Relations
- Vendor Evaluation
- Resource Management
- End-user Support

Projects Handled:

- FORMULA 1 Abu Dhabi (Yas Marina Circuit)
- SAP MENA
- SIEMENS
- SHUWEIHAT POWER PLANT (AL SILA, AUX)
- FNG (FUJEIRAH NATIONAL GROUP)
- KANOO (UAE, KSA & Bahrain)
- CCC (CONSOLIDATED CONTRACTING Co.
- DUBAI POLICE CONTACT CENTRE (HQ)
- AL DHAFRA US AIRBASE
- AL TAWAM HOSPITAL
- BP (BRITISH PETROLEUM)
- LLYODS TSB (DHCC)
- National Intelligence (Sudan)

Multivendor / Distributor Technologies:

UNIFY (formerly **SIEMENS Enterprise Communications**)
Ericsson
Microsoft
CISCO
Nokia (Alcatel Lucent)
HP
Extreme Networks
Allied Telesis
Redington
LifeSize
TechAccess

Work Experience:

Tenure	Organization	Position Held
June 2018- Till Date	Pan Arabia Information Systems	Business Consultant
Nov 2014 – Dec 2017	SIEMCOM L.L.C, Saudi Arabia/Bahrain	Regional Sales Manager
Jan 2012 – Oct 2014	SIEMCOM L.L.C, U. A. E	Pre-Sales Consultant
Sep 2010 – Dec 2011	SIEMCOM L.L.C, U. A. E	Voice & Data Engineer
Feb 2008 – Dec 2009	Emirates NBD Company, U. A. E	Operations Assistant/Supervisor
Feb 2003 – Dec 2007	Laser Computers, U. A. E	System Administrator

Qualifications:

Bachelor of Computer Application (B.C.A)
Diploma in Electrical & Electronics Engineering

Personal Profile: -

Date of Birth	:	15 th March 1982
Nationality	:	Indian
Languages Known	:	Arabic, English & Urdu
Driving License	:	Permanent UAE License
Visa Status	:	U. A. E Residence (Transferable)

❖ *References available on request.*