



POSITIONING BUSINESSES AT THE FOREFRONT OVER A DECADE DIGITAL TRANSFORMATION | DATA SECURITY

Accomplished business executive with an impeccable track record, strong business acumen and an entrepreneurial mindset. A reputation built over years of progressive business growth.

KEY SOFT SKILLS & CORE COMPETENCIES

- Territory Management
- Team Building and Leadership
- Major Account Management
- New Client Acquisition
- Contract Negotiation
- Winning Sales Techniques
- Strategic Partnerships
- Public Speaking
- Judgement and Decision Making
- Complex Problem Solving
- Critical Thinking
- Service Orientation
- Adaptability & Determination
- Forward Thinking & Calculated Risk Management
- Moral Principles & Ethical Standards

WORK EXPERIENCE:



INNOVENTIA SYSTEMS PVT LTD as DIRECTOR

Feb 2021 – Present

Role in Brief: Innoventia a start-up HQ in India focusing on ecommerce, bespoke SW development, BI, Analytics, blockchain development. My profile include recruit, monitor, mentor & collaborate an aspiring team across various business units. Managed a team of 37+ professionals.

Significant Contributions & Projects:

- Developed intensive, ambitious business strategies, short-term goals, and long-term objectives.
- Successfully launched companies IP at the amidst of COVID pandemic.



ORACLE CORPORATION as TERRITORY MANAGER

Nov 2018 – Jan 2021

Role in Brief: Develop and implement GTM sales techniques for various Oracle Technology solutions across MRD - Utility, Oil & Gas and Logistics enterprises across Sultanate of Oman.

Significant Contributions & Projects:

- Account / Territory Planning to execute sales strategies and tactics for successful business closure.
- Technology focused – Big data / Data Lake, Business Intelligence, Middleware, Security, SaaS, Database.
- Facilitated various customer business units in attaining their digital roadmap, security posture, new IT initiatives, cost reduction, data modelling etc.

Key Achievement's: Performed a pivotal part representing utility sector valued in establishing Sultanate of Oman as a dedicated Oracle cloud region (fully managed cloud dedicated region built).

KEY STRENGTHS

- High Impact Sales Presentations
- Territory Growth Management
- Multimillion-dollar Negotiations
- New Product Launch
- Team Leadership, Coaching and Mentoring
- Customer Satisfaction

KEY HARD SKILLS

- Experienced with NetSuite, Salesforce, Maximo, Infor, ZOHO, SAP and Oracle
- Knowledge of Microsoft Office Suite, Jira and Orange Scrum



STARLINK DMCC as COUNTRY MANAGER

Nov 2016 – Nov 2018

Role in Brief: Starlink a decade old InfoSec Value-Added distributor with local presence in 20+ countries, my role was to expand presence and build alliances with various System Integrators and end Customers in Oman & Northern Emirates.

Significant Contributions & projects:

- Build inroads for 35+ OEMs in the assigned region & developed a strong partner alliance.
- Converted Oman as a profit center with growth potential within a year to open a local Oman office and recruited local support team.
- Build & executed strong sales strategies, customer engagement, vendor alignment, pre-sales, marketing.
- Solution's focused- SIEM, IAM, DAM, PKI, NAC, DNS Security, Temporal Analytics, DLP, DDoS protection, SDWAN, NGFW, HSM & Endpoint
- Collaborated with various inhouse BUs for an effective InfoSec solution and business closure
- Developed & mentored 20+ channel partners in the assigned region.

Key Achievement's: Achieved 53%+ YoY revenue growth in the assigned region.



NANJGEL SOLUTIONS FZ LLC as SALES MANAGER

Dec 2015 – Nov 2016)

Role in Brief: One of the oldest InfoSec System Integrator in UAE, my role was to expand coverage and penetrate to new enterprises within government, BFSI and MRD in UAE.

Significant Contributions & projects:

- Implemented sales and marketing strategies
- Improved market share and acquired new accounts
- Solution's focused – SIEM, DAM, NAC, DMARC, Two-Fact Authentication, VAPT, Contextualized Threat Intelligence and Anti Phishing
- Attained new customers across UAE

Key Achievement's: Won 4 Major Large InfoSec projects from Government, Oil & Gas, Telecom and Defense

CERTIFICATES

BCA [Bachelor of Computer Application]
Mahatma Gandhi University

Diploma in Information Technology
NIIT Kerala, India.

Engineering Computer Hardware & Networking
Accel IT Institution, India.

IBM TOP GUN Certified on System X, Blades & Storage.

HP BladeSystem Sales Academy Certified.

CISSP, currently pursuing.

LANGUAGES

ENGLISH	Fluent
HINDI	Fluent
MALAYALAM	Fluent
TAMIL	Intermediate
ARABIC	Basic



INTERTEC SYSTEMS LLC as TEAM LEADER SALES

Oct 2013 – Nov 2015

Role in Brief: Spearheaded the capture, market strategy, and various solution practises within managed services, Companies own IP - ERP, bespoke software development, infrastructure, and security solutions. Managed the day-to-day operation of Oman office.

Significant Contributions & projects:

- Achieved annual quota both top line and bottom line
- Oversaw the day-to-day operations, including meeting with team leaders of various business units & auditing activity.
- Established & implemented go to market strategy on companies' new initiatives - Managed Service & NOC
- Improved and shortened opportunity conversion timeline
- Products and solutions promoted and deployed within various Government, Oil & Gas, BFSI, Automotive, Utility, Telco, Airline - Infor EAM and various Infrastructure solutions such as Symantec, Veeam, VMware, Websense, Fortinet, F5, Cisco, LANDesk, Palo alto Networks

Key Achievement's: Achieved 24% YoY growth.



Gulf Business Machines LLC as CLIENT MANAGER

April 2011 – Sep 2013

Role in Brief: GBM a spin-off from IBM holding the status of IBM GMSR. My role was to Build, Manage, Plan, and generate business from non-active or less revenue footprint customers in various sectors across Oman.

Significant Contributions & projects:

- Defined an attack strategic in key competition accounts and achieved breakthrough within a defined timeframe (Land and Expand)
- Ensured individual and team Quarterly and Annual target & KPI's are met

Key Achievement's: Achieved the status of 100% achiever status continuously for 5 quarters.

PERSONAL DETAILS

MARRIED WITH TWO KIDS

Date of Birth: 03rd January 1983

Driving License: UAE, Oman & India

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OVERSEAS BUSINESS MACHINES as ACCOUNT MANAGER

Feb 2009 – Mar 2011

Role in Brief: OBM a Midis Group company. My role was to develop and capture new logos and market various software and infra solution practises – IBM Tivoli, Maximo, X86 servers, storage, switching, routing, data center solutions and resource augmentation.

Significant Contributions & projects:

- Acquired new LOGO's within – Government, Manufacturing, Telco, BFSI, Oil & Gas, Construction & Défense
- Won major IBM infrastructure and software business

Key Achievement's: Achieved 100% annual quota



NATIONAL TELEPHONE SERVICES as BUSINESS DEVELOPMENT EXECUTIVE

Feb 2008 – Jan 2009

Role in Brief: NTS an Omar Zawawi Establishment Group company. My role was to develop the market for newly introduced solutions and services of the company.

Key Achievement's: Contracted the first VAS with both Telco's in Oman and won a multimillion bespoke software development contract from defence sector.