Sabeel Sharif

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Nottingham,

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**Objective**

An accomplished Lead Technical Consultant performing a diverse role for Brainware Inc, holding over 6 years’ experience in Banking & Finance, Software Consultancy and Technical Leadership. Highly engaged within IT Project Management, Professional Services & Solutions Consultancy is recognised for achieving excellence throughout. Described as ambitious, proactive and confident; displaying natural leadership qualities learned with liaising at the most senior levels, and exhibiting an intellectual curiosity demanded within Technology, Change & Implementation. Supported by an Accredited MBA path specialising towards Technology Management, is now seeking challenging opportunities to advance career prospects.

**Qualifications**

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| **2010 – 2012** | University of Leicester (part-time) | **MBA - Masters of Business Administration**. |
| **2003 – 2005** | University of Northampton | **BSc - Information Technology [1st Class].** |
| **2000 – 2003** | University of Nottingham | **BSc - Computer Science [2nd].** |
| **1993 – 2000** | Wrenn School | **GCE A Levels:** Mathematics **[A]**, Business Studies **[A]**,  Chemistry **[B]**, ASDAN Universities Award **[Platinum]**.  **GCSEs:** Mathematics **[A\*]**, Business Studies **[A\*]**,  Double Science **[A\*/A\*]**, English **[A\*]**, Media Studies **[B]**,  Design Tech **[A]**, Geography **[A\*]**, French **[B]**, Gujarati **[B]**. |

**Training**

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| Brainware | * **Solutions / Implementation Consultancy, Accounts Payables / Receivables** |
| Citigroup | * **Project Management Methodologies: Prince2, Agile -SCRUM** * **Presenting with Impact, Influencing & Negotiation skills** * **OO Analysis & Design using UML, Requirements Analysis** |
| Vodafone | * **Sales Leadership, Managing teams** |

**Achievements**

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| --- | --- |
| Citigroup | * Awarded the prestigious ‘Spot Light’ award - acknowledging drive, contribution and accomplishments during Technical Projects. |
| INVU | * Given opportunity to project manage, conceived and championed the release of a bespoke Software Activation Website, which from automation alone returned a 37% reduction in call volumes, huge improvements for SLA times, and much positive feedback from existing & securing new Partner channels. |

**Work Experience**

**Lead Technical Consultant (EMEA) –** Brainware Inc (a Lexmark subsidiary)

Nottingham, 2011-Present

Operating within Professional Services; managing projects as a Lead Technical Consultant covering EMEA for this US based foremost Search Solutions provider, specialised within Accounts Automation - utilising its patented Intelligent Data Capture technology within Accounts Payables, Receivables and the Mailroom.

**Responsibilities:**

* Provide Technical expertise, consultancy and direction in the design, prototype, and development of client solutions & workflows; whilst co-ordinating / managing an assortment of temporary teams.
* Support clients to deliver complex technical and business change, working on a range of consulting assignments from small change up to multi-million pound projects.
* As Project Manager continually drive the execution of multiple client implementations in parallel, involved right from project initiation through to project closure; proactively managing risks/issues, and adhering to project documentation requirements, timelines and budgets.
* Client facing, building strong internal / external relationships with Stakeholders & Strategic Partners.
* Identify and propose ideas for new components, and refactoring of core features.
* Primary point-of-contact throughout the implementation phase, providing technical consultancy, analysis, architecting company solution to suit key business requirements, systems configuration and integration, and assisting transition to post-sales support.
* Working closely with Regional Sales Managers during pre-sales phase, assisting with ROI / RFI / RFP.

In relatively short space of time have excelled in performing the lead consultancy role for a variety of large client projects, whilst notably strengthening management, negotiation, influencing skillset and aptitude to converse at the most senior levels, essential within this highly competitive and lucrative market.

**Solutions Analyst –** Citigroup UK

Derby, 2007-2011

Operating within Technical Development; formerly a Web / Software Solutions Developer subsequently progressing having accountability for IT Project Management, in addition to ongoing Business Systems Consultancy focused around the delivery of high quality secure software solutions at Enterprise level.

**Responsibilities:**

* Adherence to FSA principles, and continual focus around latest .NET Technologies/Paradigms/Platforms.
* Provide insight, consultations and proposals from a Technology perspective to shape Business strategy.
* Manage the planning, implementation and post implementation phases of various strategic projects.
* As PM develop effective plans for controlling scope, scheduling and budgeting small-medium sized projects in support of PMO – employing a hybrid structured / agile methodology managing Matrix teams.
* Monitoring execution of simultaneous projects, adapting proposals/plans, whilst taking action to mediate the impact of risks and ensuring a timely completion of deliverables within budgets.
* Documenting project phases, dependencies and providing regular stakeholder feedback.
* Support and facilitate Change Requests through to BAU, managing multiple SDLC streams.
* Provide business systems analysis for technology change projects initiated by Business or Technology.

Position has helped acquire an extensive understanding of Banking & Financial systems, Technical Management and strategic realisation of business goals supported by key stakeholders. Strengthening a professional acumen to influence and negotiate, whilst proactively coordinating and managing the most challenging of risks and issues.

**Implementation Consultant –** INVU Services Ltd

Northampton, 2006-2007

Functioning within Professional Services; position as an Implementation Consultant for the INVU Document Management Software (DMS) quickly advanced given the opportunity to Project Manage a variety of complex projects for high profile Partners, involved with Pre-Sales, Development and IT Project Management.

* Analysis of Business processes, planning, on-site implementation and configuration of DMS/Modules.
* Creation and customisations of client-specific Workflows and provide Database enhancements/support.
* Project Manage the delivery of API’s and web enhancements, customized to client needs.
* Define scope, evaluating requirements and maintain thorough reports for each project deliverable.
* Take ownership of Change Requests, and provide pre-sales support for Business Partners / Prospects.
* Manage transition through to the post implementation phase, and provide client/partner training.

A very hands on experience enhancing commercial/SME market awareness from a software consultancy perspective, strengthening a pre-emptive skillset essential to managing the transforming risks and issues, and reinforced a systematic approach to solution implementation.

**Deputy Manager / Business Support –** Vodafone Retail

M1 South, 2004-2010

Having formerly established a position as a Store Manager, alongside other full-time work commitments maintained a part-time weekend position as a Deputy Manager and Regional Business Support for 21 stores.

**Responsibilities:**

* Often standing in as Store manager, to lead dedicated sales teams (6-10), driving key promotions.
* Accountable for managing small business focus and acquiring prospects within the M1 South Region.
* Involvement at both a sales and technical support level to regional colleagues & local businesses.
* Advancing key sales opportunities from the position of progressing business KPI’s.

Position has extended my exposure to the Retail Operations of the UK’s largest Telecommunications provider, whilst advancing team management, effective negotiation and collaborative communication qualities essential within this retail setting.

**Skills**

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| **Languages** | * Fluent in English, Gujarati, Hindi, French. |  |
| **Methodology** | * Prince2 / Agile Project Management (MS Project) * Release Management (QA / TCI / UAT) * Software Development Life Cycle * Use Case Modelling (UML, Visio) | * OO Design * Extreme Programming * Test Driven Development * Enterprise Architecture (SOA, MVC) |
| **Competencies** | * Accounts Automation (AP, AR, Mailroom) * Content / Document Management Systems * Business Intelligence (Crystal Reports) * ERP Systems Integration (SAP, JDE) * Workflow Modelling * Web Analytics (SiteCatalyst, Google) * Export Licensing * TCF, FSA Principles & Business Continuity | * SOX Compliance * CRM (Salesforce) * Web / Applications / Info Security * Networks (LAN, TCP/IP, IIS, AD) * Visual Studio/Team Found Server * Source Code Control (Subversion) * Vignette StoryServer * SharePoint Management |
| **Technical** | * .NET Framework / Coding (C#, ASP, VB) * Web (XHTML, CSS, XML, JavaScript, Tck/Tk) | * Open Source Coding (Java, LAMP) |
| **Database** | * MS SQL Server 2000-2008 (SQL) * MYSQL | * Oracle/Forms (PL/SQL) |

**Interests**

* Continuing a personal *‘work hard, play hard’* ethic, I relish opportunity for competitive and team sports.
* Day-to-day gym plays a valuable part in health and fitness, helping to keep focused and sharp.

**References**

*Available upon request*