



# FAKHRUL ISLAM

## REGIONAL MANAGER - BUSINESS DEVELOPMENT

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### PERSONAL PROFILE

Young, dynamic and astute salesperson with almost 5 years of ICT industry experience across E2E Value Chain, working with cross brand channels and technologies. Business Development Manager responsible for driving revenues and relationship for a global IT and Engineering Services organization in APAC region. Working both on NBD and account farming opportunities around product offerings. Responsible for driving business and revenues from direct selling, alliance eco system, partner management and formulating + executing GTM strategies for joint business

### CORE COMPETENCIES

- IT and Engineering Services Sales Strategy
- Business Development (New/Existing)
- Sales Pipeline & Revenue Growth
- Customer Relationship Management
- Strategic Alliance & Channels
- Key Account Management
- Strategy Formulation & Execution

## PROFESSIONAL SUMMARY

### Regional Manager - Business Development

Tech Mahindra China, Shanghai (Jan 2017 - Present)

#### Roles & Responsibilities

- Business and revenues across product and service offerings in Sell - To, Sell - With and Sell - Thru models
- Increasing revenue in existing account targeting white spaces via up sell/cross sell
- Cracking New Business Logos (Hunting)
- Maintain a healthy pipeline and lead effective opportunities to closure
- Detailed business planning, account planning, strategy formulation and execution
- Work with Key customer Stakeholders (CXOs, VPs, LoB Directors/Execs to understand business problems
- Manage and co ordinate key project milestone and commercials
- Manage escalations and co ordinate to resolve
- Responsible for account based marketing, advisory and analyst relationships
- Manage relationship with Alliances in the region and Sell With them

#### Business Value Delivered (Current FY – YTD)

- Closed Deals worth 3 MN US with healthy EBITDA in the areas of IT and automotive Engineering Services
- Opened new business in white space accounts with strategic deals in Connected car and Data Analytics
- Opened new Logos in automotive application development, in Healthcare Product Development and IT DevOps consulting
- Created healthy pipeline (\$40 MN +) and top-line contribution across business verticals
- Driving campaign on selling with SAP and Microsoft in the region

### Software Tester

Tech Mahindra Ltd. India (2014 - 2016)

**Project:** Unified ticketing System (UTS) is a ticketing tool for Telefonica Germany, built on top of BMC Remedy platform. This solution caters to incident management, Problem Management and Change management journeys for Internal (IT) and External (network) tickets. This UTS works on the principle of ITSM,

#### Roles & Responsibilities

As a Remedy developer my job was to do customization in the tool based on requirement given by client in a particular CR and update the CR in TTC tool. I assisted in component testing of the TTCs which have been developed.

## FOCUS INDUSTRY & TECHNOLOGIES

- Automotive, Discrete Manufacturing Healthcare & Life Sciences Industries
- Embedded Software Application Development, Maintenance and Support
- Automotive E/E
- Data Analytics & Big Data
- BPM, RPA
- IoT, Connectivity
- Connected Car, V2X
- DevOps and Agile Methodologies
- Project Management

## ACADEMIC QUALIFICATION

- Bachelor of Engineering (Electrical Engineering), 2010 - 2014
- Certifications:
- Harvard Manage Mentor: Harvard University's flagship Leadership and Management Program
- UiPath: Business Analyst, Implementation Methodology, Licensing
- Part of Leadership Initiatives: AIM Program - In house leadership program by Tech Mahindra to train young talents for Key Business Roles with 6 months of rigorous training

## PERSONAL DETAILS

- **DoB:** 15th March 1993
- **Marital Status:** Married
- **Nationality:** Indian
- **Linguistic Ability:** Urdu, English, Hindi, Bengali,
- **Computer Skills:** BMC Remedy AR System, Microsoft Office
- **Hobbies:** Book Reading, Trekking

## PROFESSIONAL ACHIEVEMENTS

Closed following deals as account manager / sales manager;

**Customer:** American Auto Tier 1

**Market:** China

**Deal Size:** 0.5-1 MN USD

**Details:**

- AUTOSAR/NON-AUTOSAR based MCU/IOC SWC Platform design and development for Integrated Cockpit and Instrument Cluster system.
- Cluster related Functional features requirements analysis, management and implementation.
- Support customer on-site technical review and test.
- Support manufacturing EOL test.
- Cooperate with Global team to configure and develop MCAL, BSW, OS and RTE under AUTOSAR Architecture

**Customer:** European Auto OEM

**Market:** China

**Deal Size:** 0.5 - 1 MN USD

**Details:** E/E Architecture Bench marking against competitor's car

- Virtual Bench marking
- Functional Bench marking
- Tear Down Analysis
- Physical Bench marking
- Report Generation

Systems in Scope;

- Body and comfort controls
- Infotainment & Connectivity
- Wiring Harness
- Network Design & Security
- Switches & HMI Controls

**Customer:** European Auto OEM

**Market:** China

**Deal Size:** 0.3 - 0.5 MN USD

**Details:** On board and off board connectivity and infotainment testing for localization of features of imported vehicles to be sold in China

**Customer:** European Auto OEM

**Market:** China, Japan, India, Australia, S. Korea

**Deal Size:** 1 - 1.5 MN

**Details:** Salesforce CRM Implementation across the APAC, also secured 3 years AMS deal

**Customer:** European Auto OEM

**Market:** China

**Deal Size:** 1 - 1.5 MN USD

**Details:** Creation of Data Lake on top of connected vehicle platform for China, also implemented analytics and BI on the data lake to generate meaningful insights which can help OEM generate new revenue stream and enhance its aftersales

**Customer:** German Medical Devices Company

**Market:** China

**Deal Size:** 0.3 - 0.5 MN USD

**Details:** Outsourcing of Software development, integration and testing for a highend dilaysis machine

**Customer:** Leading Chinese Home Appliances Company

**Market:** China, India, Indonesia

**Deal Size:** 0.5 - 1 MN USD

**Details:** SAP ERP Rollout to overseas market