

An ambitious, optimistic and self-motivated professional with 10+ years of Business Operations experience and first-rate Management, Commercial and Technical skills in managing Network and IT Services Lifecycle – from inception through Strategy, Design, Delivery, Transition and Operations to decommissioning of obsolete solutions. I possess Certifications in Cisco & Juniper as well as I am ITILv3 certified from British Computer Society. I decided to pursue my career aspiration of working in fields of Data Communication & Network Architecture.

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### **Core Competencies Include:**

- Interpersonal & Leadership
- Intellectual personal
- Planning & Organization
- Follow-up & Execution
- Proactive & Innovative
- Quality & Risk Management
- Multi-tasking and Reporting
- Vendor Management
- Bid Management
- Team Building
- Account Management
- Financial Management & Budgeting
- Influencing & Negotiation
- Communication & Presentation
- Project Management
- Pre-Sales & Solution Designing

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### **Professional Experience:**

#### **AGCN, Pakistan, Private Limited (Formally Known as Getronics, Pakistan), Lahore, Feb 2012 – To Date:**

- Working as **Pre-Sales Engineer** from Feb'09 to Till Today.
  - Providing my services to **Getronics, Pakistan** as **Pre-Sales Engineer**. Became a permanent part of this very energetic team.
  - Providing **technical support to sales team** & helping them technically to **win the deal / projects**.
  - Also my responsibilities include **designing solution, Making RFP, Preparing tenders, Making High level design documents, Logical network diagram & Making BoQ**.
  - All other technical documentation develops by me like **Low level design documents, physical network diagrams, Implementation Plans & many others**.
  - Also designed **policies and procedures** of Getronics based on **ITILv3 & ISO 27001 (ISMS)**.

#### **May 2009 – Feb 2012:**

- I. Getronics, Pakistan.
  - II. Al-Aberah, Abu-Dhabi.
  - III. NETS International Communications, Dubai.
  - IV. Global Solutions, Lahore.
  - V. NETS International, Lahore.
  - VI. TechServe, Islamabad.
  - VII. InfoTech Private Limited, Lahore.
- Worked as **Sr. Network Architect / ITIL Auditor / Business Development Consultant** from May'09 to Till Today.
    - Providing my services to **Getronics, Pakistan** as **Pre-Sales Consultant & Internal ITIL Auditor**.
    - Conducted successful **audit as internal auditor basis on ITIL to Cisco silver partnership**, also provide the **training of service management basis on ITIL** to team of Al-Aberah, Abu Dhabi, UAE
    - Implemented **ITIL based policies and procedures** in NETS International, Dubai, UAE
    - Developed and Implemented the **policies and procedures based on ITIL** in NETS, Lahore, Pakistan.
    - Also deployed the **Information Security Management System (ISO Standard 27001)** at InfoTech (Pvt.) Ltd as a part of ISMS management team.
    - Helped companies into **Design, review, finalizing and implementing the ITIL processes & policies**, and done the successful **implementation of the policies & procedures**.
    - Consulting with company into **solution designing (making HLD & LLD)**.
    - As **team lead** conducting the **IT auditing & penetration testing**.
    - As well as my responsibility is to **provide trainings** to clients and internal resources.

- **Providing presentations** to the customers, helping them to do the **successful implementations**.
- Also making the **business development, technical sales & quality assurance strategies** for the company, as well as **managing few accounts & communicating to principles directly**.
- As well helping them to be the **partner & achieving different levels partnerships** of different principles like **Cisco, IBM, Avaya, APC & VMware**.
- Providing the **sales team detail oriented technical support** as **pre-sales team lead**, and helping them to **close the deals / projects**.
- **Team lead** for all the technical team (**both operations & implementation teams**).
- As well as my responsibility to **provide trainings** to clients and internal resources.
- Deployed the **Data-center at WATEEN Telecom as Team Lead (Networks)**. Where we have provided the IBM servers and integrate them with their old network. **Later project assign me to manage as a project manager, after the successful implementation, delivered services, data center successfully handed over to WATEEN Telecom**
- Done successful deployments & project management, which includes **develop medium to large scale complex network designs and help creating solution & services descriptions (responsible for Pre-Sale, Post Sales activities and providing technical consultancy to the sales team and sometimes to customers directly)**.
- Also **managing sales** of around 2,00,000 \$ in quarter based on **SLA's (service level agreements) & new products / projects**.

**Emircom, Pakistan, Private Limited, Islamabad/Lahore, Nov 2007 – March 2009:** Worked in Technical department in various assignments, managing teams to deliver projects and responsible of **Pre-Sale and Post Sales** activities in assigned region as well as providing **consultancy** to costumers

- Worked as **Senior Network Engineer** from Nov '07 to March '09.
  - Emircom is an emerging system integrator in Pakistan. Responsibilities were to develop medium to large scale complex network designs and help creating solution descriptions (responsible **for Pre-Sale and Post Sales activities** in assigned region as well as **providing consultancy** to costumers).
  - Previously worked on up gradation of country's largest service provider IP/MPLS to 10G backbone network and migration to Cisco's CRS-1 routers.
  - The project was awarded to company on turnkey basis and thus involved building up the network from scratch including installation of rectifiers, batteries, AC power work, civil works, transmission cabling of E1, E3, fiber optics etc. and finally the Cisco based 10G core.
  - Conducted the **PAT and NRFU (as technical lead)** of the assigned region which included 11 cities and 21 sites.
  - Also managed the whole project in assigned region from the initial stage to completion of the project.
  - Worked in this project as **senior lead** and **project coordinator** for the assigned region.
  - Also working as **technical lead** on many project like Punjab university, Mobex (Pvt.) Ltd, COMSATS, and Pakistan Air force (**designed the complete Cisco based R & S, Data Center, WLAN & Security solutions**). Part of the team which were presented the demonstration of the whole project with Pakistan Air force.

**WATEEN Telecom [National Engineers Private Limited formally known as National Engineers], Lahore, June 2003 – Nov 2007:** Worked in various roles and on various assignments, as well as managing teams to deliver projects and driving strong results on all key performance indicators. Major assignments handled are below.

**Pre-Sales Engineer (Solution Design Engineer)** from Jan '04 to Nov '07

**Network Engineer** from June '03 to Jan '04

- Gained experience on providing Cisco solution as per customer requirements, worked on different kind of solutions like LAN/WAN, routing, security, network management solutions.
- Design solution for sales team, clients & preparing solutions against TENDERS and Request for proposals.

- Designed most of the solution based on Cisco (Routing & Switching, Wireless, security & IP Telephony) & Polycom (video conferencing) also directly interact with customers (for requirements) and vendors (for discounts & vetting the solutions).

Some of the major projects are listed below.

- Designed Complete **IP/MPLS Cisco solution** for Expo Center.
  - Designed Cisco **IPT solution** for National Engineers.
  - Designed Cisco **Wireless solution** for PMA Kakul
  - Designed the complete **Cisco based solution** for FC College.
  - Designed **Polycom video conferencing solution** for ITD Punjab Govt.
  - Designed many **Cisco IPT, routing & switching (Wireless & Security) solutions.**
  - Designed a **CCIE & Data Center Lab** for WATEEN Telecom.
  - Designed the their **TAC (Technical Assistance Center) & NOC (Network Operational Control Center) as lead architect**, both projects deployed at NETs International (Aka NETS) in 2009
- Worked as **Network & Lab Instructor** from Feb '02 to June '03.
    - Also Worked in **National Engineers training services** (sister concern of National Engineers) as **Network & Lab Instructor**. During the job my responsibilities were to **assist the instructor**. Also **provide lectures** when instructors were not available.
    - Managed and helped students about the labs, also **Designed 15 labs on various networking technologies: RIP, IGRP, OSPF, Network Associates Sniffer, Frame Relay, IP Multicasting.**

## Professional Trainings:

### BootCamps from NETS

- Quality of Service BootCamp
- CCIE (Routing & Switching) BootCamp
- MPLS BootCamp

### Cisco Systems

- CRS-1
- Cisco Discovery
- Cisco Solutions for Engineers
- Cisco Sales Essentials
- Cisco WLAN & Security Solutions
- Cisco Data Center Solutions

### Juniper Networks

- Introduction to Junos
- Juniper Data Center Solutions
- Juniper Switching Solutions

- Juniper Routing Solutions
- Juniper Security Solutions

### Management Trainings

- Project Management with WAPDA superiors at Marriot Islamabad.
- Management Development Training in Lahore.

### Career Academy

- Certified Ethical Hacker
- Ec-Council Certified Security Analyst
- Licensed Penetration Tester
- CISSP
- IT Forensics & Penetration testing

### Others

- Certified Information Security Auditor

## **Hands-On Experience:**

### **Pre-Sales & Solution Designing Tools**

- Dynamic Configuration Tool (Cisco) (Using since 2003)
- Configurator & Quote Tool (Juniper) (Using since 2010)
- Quick Pricing Tool (Cisco) (Using since 2011)
- Netformex DesignXpert (Cisco / Juniper) (Using since 2011)
- MS Visio (Using since 2004)
- Sales Tool (VMware) (Using since 2010)
- Sales Tool (APC) (Using since 2010)
- Solution Designer (Avaya) (Using since 2010)
- Hardware Configurator (IBM) (Using since 2010)
- Cisco Catalyst 2960, 3750, 3550, 3560, 6500 & 4500 Series (6509 & 4506)
- Cisco ASA 5500 Series (5505, 5510 & 5550)
- Cisco Access Point 1130 (worked with WLC based on Cisco 2800 series router)
- Nortel Layer 2-7 GbE Switch Module
- Juniper EX-3200, J-2320, J-4350

### **Other Software**

- SecureCRT (Using since 2007)
- MS Project (Using since 2005)
- NetBrain (Using since 2011)
- TeamViewer (Using since 2008)
- GNS-3 / Dynamips (Using since 2008)
- Vmware Player (Using since 2009)
- Netformax Discovery Xpert (Using since 2010)
- Nessus (Using since 2010)
- Armitage, Acunetix (Using since 2010)
- Vega (Using since 2011)

### **Hardware & Hardware based OS**

- Cisco IOS (Security, Voice, R&S features), IOS XR, Cat OS, NX-OS & Juniper JUNOS
- CRS-1 (8 Slot System)
- Cisco 7206 & 7600 Series (7609 & 7613)
- Cisco 2800 & 3800 Series (2821, 2851 & 3845)

## **Education:**

Bachelors of Computer Sciences, (specialized in Data Communication) Hajvery University, Lahore, 2003

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## **Certifications:**

**Cisco:** CCNA, CCDA, CCNP, CCIP, CCDP, CCIE (Lab Attempted), CCDE (Qualified for Lab), Cisco Express Foundation Design Specialist, Cisco Security Solution & Design Specialist, Also Passed Conducting Cisco Unified Wireless Site Survey (CCNP Wireless Track)

**Juniper:** JNCIS-ER, JNSS-JUNOS, JNSS-CNFG-JUNOS, JNSS-WLAN, JNSS-FW, JNSS-SW, JNSS-RT & JNSS-DC-DSN

**Other:** ITILv3 from British Computer Society & ISACA Exam (A Holistic Approach to Identity & Access Management).

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## **Core Knowledge and Skills:**

- Solutions Designing, Consultancy, Proposal preparation, Bid management, Reviewing proposals, Account management, Architecture, Analysis, Auditing, Business development, Services Management, Documentation, Quality & Risk Management, Project management, Planning, Designing, Implementation, Research, & Training.
  - Project & Services Managements like ITIL, PMP & ISO 27001.
  - Operating Systems like Windows XP/7, Linux, Unix & Mac.
  - Programming Languages like Python, C, C++ & familiar with Dot NET (.NET)
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### **Memberships & Affiliations:**

- Juniper's authorized & approved Consultant ID: 7936-1554
  - Chartered Quality Institute ID: 5042524
  - Information Systems Audit and Control Association Professional Member ID: 702956
  - Internet Society Member ID: 62402
  - International Standards of Organizations (ISO)
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### **Achievements & Participations:**

- Part of Cisco CCNP v6.0 Course Design & Content Team
  - Part of Cisco CCDE & CCA Course & Content Team
  - Participated as Technology speaker in Cloud Computing Conference at GITEX 2011 (Dubai)
  - Became Juniper's Aspiring Champion 2012
  - Became Juniper Solution's Advisor
  - Achieved Juniper Pre-Sales Technical Master Level in 2012
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### **Capable to Do:**

- Capable to do Project Management, Quality Control Audits, Information Security Management Systems Audits, ITIL Audits, Quality Control Consultancy, ITIL Consultancy, Pre-Sales / Solution Designing, Quality Control Management, Key Account Management, Information Security Analysis & Network Analysis.