Rashid

[Rashid.303688@2freemail.com](mailto:Rashid.303688@2freemail.com)

Objective

To join and grow with an excellent grade Communication Company, as a Senior Technical Sales Position, where my qualification, experience and the skill sets acquired during the tenure of my 20 years service in the Telecom Industry will be properly utilized for mutual benefits.

Skills

* Excellent Communication & Interpersonal relationship
* Excellent Leadership
* Designing Telecom Solutions, & making presentations to prospective clients
* Project Planning & Execution
* Evaluation of the sub contractors and awarding the work
* Advanced Training Capabilities and Supports clients to understand Telecom Systems
* Expert in Telecom / Voice Processing Systems
* Experienced in Contact Center and CTI Application

Products & Solutions

* PABX Systems (Alcatel OXE Enterprise Solution)
* PABX System ( Alcatel OXO System ) for SME
* PABX System ( Panasonic IP Systems like TDE600/TDE200/TDEI00/NCP500/NCPI000)
* PABX System ( Panasonic Digital Systems like TDA100/TDA200/TDA100D)
* Key Telephone System (Panasonic KXTES824)
* Voice Mail Systems)
* DECT (Digital Enhanced Cordless Technology) solution
* Panasonic Ruggedised Laptops and Tablet
* Panasonic Projectors and Interactive Panaboard

**Work Exnericnce**

Robotics Trading of Security Systems and Equipment L.L.C, Dubai Business Development Manager January 2017 — Present date

Responsibilities

* Marketing and sales of surveillance systems, CCTV, IP intercoms, access control and NEC IP PABX.
* Managing the supply chain and distribution of several projects including installation.
* Developing strategies to create value chain for the clients and creating leads and relationships with them.
* Budgeting for business, developing and executing various business processes.

Al Yousef Computers L.L.C.

Senior Account Manager- Telecom (Project/Corporate and VARs/ SI)

March 2014 - January 2017

Responsibilities

* Responsible for selling NEC Digital and Small IP PABXs to Corporate.
* Responsible to manage the NEC Analog System Channel Sales Operations in Dubai and Northern Emirates.
* Responsible for Developing and maintaining relation with VARs and SI
* Helping and providing necessary Technical expertise to VARs
* Designing the system and Execution for the project
* Budgeting for business, targeting the customers.
* Presenting the solutions, closing the deal month and month basis.

Achievements

* Achieved 100% monthly targets with targeted margin
* Installed 200 Ports NEC system SV9I00 in furnished apartments and small range of hotels

Al Futtaim Panatecli, Dubai, UAE

Senior Account Manager- Telecom (Project/Corporate and VARs/ Sis)

June 2007 - January 2014

Responsibilities

* Responsible for selling Panasonic Digital and Small IP PABXs to Corporate.
* Responsible to manage the Panasonic Analog System Channel Sales Operations in Dubai and Northern Emirates.
* Responsible for Developing and maintaining relation with VARs and Sis
* Helping and providing necessary Technical expertise to VARs
* Designing the system and Execution for the project
* Budgeting for business, targeting the customers.
* Presenting the solutions, closing the deal month and month basis.

Achievements

* Achieved 100% monthly targets with targeted margin
* Achieved 123% yearly target with targeted gross margin in year 2012
* Installed 300 Ports Panasonic TDE600 system in furnished apartments and small range of hotels
* Sold Small Panasonic Call Center in some food chain in Dubai
* Sold Panasonic Rugged notebooks to Emirates Air line of worth 2 M
* Sold Panasonic IP telephony and executed many turnkey telecom project to

corporate offices with other Panasonic products e.g Interactive Plasma TV,

Projectors and Network Fax m/c

Al Futtaim Technologies, Dubai, UAE Senior Sales Enginccr-Tclecom 1994 - 2006

Responsibilities

* Responsible for the Sales of Alcatel Business Solution to SME
* Responsible for sale of Alcatel Enterprise Solution to large corporate
* Project Planning and Executions
* Designing and Execution projects
* Budgeting for business, targeting the customers. Presenting the solutions, getting business etc.

Achievements

* Sold and executed the a turnkey telecom project of hospitality sector in Dubai and Sharjah
* Sold and executed with our technical team to many MNC in Dubai
* Sold OXO system to SMEs and achieved the highest no of sale.
* Sold Contact center as an application with Alcatel OXE
* Networked Alcatel OXE with 2/other locations via PRI.

M/s Juma Al Majid

Sales Engineer — Office Automation and Ericson 1991-1994

Achievements

* Sold Konica Photocopiers
* Sold and installed Ericson PABX to corporate office
* Responsible for specific accounts for service revenue.

Ncsco Telephone Sales and Scrvice Sales Engineer, Riyadh, KSA 1988-1991

Dealing in Nitsuko Key Telephone system.

Job Profile:

* Direct Sales of Nitsuko Key Telephone System to SME in Riyadh, KSA
* Generating enquiries and making required offer to the client
* Collecting the balance payment upon installation

S. N. Corporation

Sales Executive, Bombay, India

1984-1988

Dealing in Siemens Electrical Products.

Job Profile:

* Direct Sales of Siemens Electrical products and accessories to Control Panel Manufacturers
* Direct Sales of Electrical Motors to various industries.

Education: B.Sc. Engineering (Electronics and Communication),

1984 from BIT Sindri, Ranchi University, India

Trainings Undergone

I .Product Sales Training of Alcatel OmniPCX Enterprise in 2002

1. Product Sales Training of Alcatcl OmniPCX Office 2001
2. Approved Installer of Alcatcl Cabling System 2001

14K plus

Negotiable

Dubai

August/I month

Having valid UAE Driving License July i960

Married, living with one dependent daughter and wife

Personal Data:

Current Salary:

Expected Salary:

Current Location: Availability to Join/Notice Period:

UAE Driving License: Date of Birth: