Curriculum Vitae – Farhan

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| ***DOMICILE***Punjab***TELEPHONE*****Cell: +971505891826*****E-MAIL***Farhan.343934@2freemail.com ***D O B***27-Mar-1985***NATIONALITY***Pakistani*unjabi: Nativemm4No. 3D, SANGAM TOWN, Khana East, Near Ghouri VIP TOwn* ***LANGUAGES***Punjabi: NativeLanguageEnglish: ExcellentUrdu: Excellent***IT SKILLS***MS Office,ERP Oracle, SAP***INTERESTS****Hiking**Tracking**Web Suffering****ADVANCE SKILLS***CommitmentQuality of workTime management Analytical skills Commercial awareness ConfidentialityDeterminationHonesty***REFERENCES******Will be furnish upon request.*** | *PROFESSIONAL EXPERIENCE****Dec,2014 - Oct, 2015*** **Huawei Technologies (Pvt) Ltd** Pakistan – Islamabad *Senior Manager (Service Solutions Sales)** Have been worked on Telenor & PTCL related Project’s and defined key responsibilities are as,
* Have Worked on LTC methodology and involve at earlier stage of the contract developing service solutions that align with customers business requirements.
* Managed Huawei’s service solution portfolio for Telenor and PTCL key accounts.
* Closely worked with Product, Commercial and Account team where Leading contract and commercial negotiations with customer commenced, furthermore help to precast RFP evaluation, scope definition, costing and pricing.
* Worked closely with Finance, legal and contracts dept drafting the SoW, BOQ’s, SoCs, Proposals, payment terms.
* Developing and maintaining excellent relationships with key customer and partner management.
* Development of professional service project roll out schedules and optimize resources to fit competitive cost base lines

***Jun,2012 - Nov-14*** **Huawei Technologies (Pvt) Ltd** Pakistan – Islamabad *Project Manager* * ***Has been worked on Access/ CDMA / LTE domain related Project’s*;**

**S**uccessfully delivered the projects in MSAG/ DSLAM and CDMA Network Products. Furthermore presently handling the power related projects carried for the SWAP with Fast Charging Batteries (FCB/ ACB) which have a worthy impact for the recovery of power shortage in fast mode and recommended as best solution in critical scenario of load-shedding.* Heading as a FAC team PTCL Customer Group to deliver the (FAC) Final Acceptances Certification of projects in following, CDMA, Access, MMBB, Switching, Metro Network, Core Network and Transmission.
* Managing complete pre-requisites i.e. NDC’s, ETM handover, Reconcile BOQ of project, Final NDC and Service Operation Performance Certification after warranty and Recommendation FAC’s from all regions.
* Diligently performing for planning phase to meet the target timeline of management.
* Weekly/ Monthly Reporting to HUAWEI high management on the progress and achievement’s in FAC domain with respect to fulfillment of pre-request.
* Have to responsible for the risk management w.r.t cost and resources engaged for the closure of project.
* **Successfully delivered more than 40 Project FAC’s** in CDMA, NGN, OFAN, DSLAM, Metro Network, MSAG, Transmission DWDM and GPON domains.
* ***Being Head as a Delivery Manager of Terminal Project***’s to convene customer timelines, having major equipment, EC315, EC178, IPTV SD STB, PTCL RevB wingle, 1900 MHz EVO, EC5321, WDM OLA 0645, OSN Cards, CC08 ETB Cards and etc.
* Owner to get achieve the revenue KPI by achieving SAN/ GRN (SAP acceptance) for PAC KPI on quarterly basis with challenging objectives.
* Responsible to produce comprehensive report to sum up entire SAP acceptance for Delivery rollout, Terminal delivery and Supply only Projects by covering the risk and produce mitigation plan to the management.
* Intellectual Customer relationship ability extended exceptional communication with customer in limited frame of work.
* Successfully establish the internal control in following dimensions
1. Administrative management
2. Cleanup the long term subcontractor PO’s
3. Manage trackers w.r.t Projects
4. Close-off the history prepayments (Project Level)
5. Enforce the regulation on resource management
6. Ensure the DMD documentation uploading
7. Produced reports for Audit perspective and share them on i-Site
* Performing as a ***Resource Planner for PTCL customer group*** and responsible to maintain and fulfill the resources requirement as per current projects roll-out.

***Jan, 2011- May, 2012*****Huawei Technologies (Pvt) Ltd** (In-source) Pakistan – Islamabad *Project Control Manager (ID: 00701055)** Ensure overall PTCL project’s implementation as per schedule and meet the deliver plan.
* Assist FR/PD to ensure overall project handover as per plan (PAT & PAC).
* Maintain relationships and fulfill project requirements to achieve customer satisfaction, Subcontractor management, cooperation and support.
* Regional office platform management and expenses control.
* Manage regional staffs daily work activity, cash advance and expenses control.
* Daily follow and detail communication with Project Managers and subcontractors and get updated status of progress, Risk and bottle neck and update the internal report.
* Maintain internal project database and reconcile the database with customer.
* Defining the key milestone of projects and update timely.
* Having good command on plan and control.
* Manage and lead the team in critical circumstances.
* Having good command on project implementation plan (PIP) and master plan of any turnkey, non-turnkey and swap projects.
* Producing weekly and monthly reports to management and coordinating with regional office for the same.
* Internal and customer project Progress meeting and present the latest status of Projects.
* Having ability to worked on any Huawei database tool i.e. i-Buy, SCS, i-site and Others.

***Jan,2007- Dec, 2010*****Huawei Technologies (Pvt) Ltd** Pakistan – Islamabad *Verification Manager Project Management Specialist** U-fone Project Phase-V, VI, VII and IX completed smoothly with in time limit, and achieved all the targets with in specified time. Provide fully satisfaction to our Customer & our Penal Subcontractors.
* Responsible for tracking all scopes Subcontract management (Ufone, PTCL, CMPAK, Warid, & OFAN Project’s) against Civil Work, Tower Supply, Site Design, Power-Energization, Fueling & Security Services.
* Responsible to supervise all the Site Controllers of Project’s.
* In charge of E.R.P System (A data base system used to verify the payment acceptance before sites book into Financial System. This system is based on oracle).
* Responsible to conduct training for ERP system, Project Team and Subcontractors (awareness of procedure and streamline the Project).
* Responsible to conduct training for the new trainee for the project control such as (ERP, efficiency Skills , daily job and communication)
* Complete tracking of Project and responsible for the Final Acceptance.
* Fully Coordination with the subcontractors and other departments which reluctant to proceed the roll-out.
* Close Co-ordination with Director’s to fill the gap and get the approvals for the completion of targeted milestone.
* Keep in touch with the survey team regarding different issues, i.e. NOC, DN, DD and other obligation.
* Provide assistance regarding Wapda Issues and the payment of Sub- Contractor (Power Energization)
* **Contract Pricing:**
* Consult all the pricing of Subcontract Agreements & Main Contract Agreement with Client/Customer.
* Responsible to liquefy the rate & pricing of supply of material, provision and installation of equipments and towers including all the accessories & material as per specification which so ever is required.
* **Commercial Affairs:**
* Conduct meeting to elaborate the new procedure and implementation.
* Provide support to Regional teams, Subcontract Dep., Site Acquisition, Power Energization, Verification Dep. and Finance Dep.
* In charge to handle the commercial affairs and demonstrate the rules and regulation.
* **Reporting & Supervision:**
* Risk Management throughout the financing and weekly report.
* To process financing and payment terms in the sale contract.
* Conduct training for the adoption of new procedures.
* To supervise documentation of financing transactions

*TRAININGS** + 1. Huawei i-PMP process Training
		2. ERP System Oracle base (Huawei)
		3. ***SAP*** (PTCL)
		4. i *-* Site & i- Coding Training
		5. BCG Training
		6. MR-SMR process Training
		7. ETM Handover process Training
		8. Quality Management Training (CT/SACA)

*EDUCATION*

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| **Degree** | **Major** | **University** | **City** |
| **Mphil****(17 year)** | Electronics | Quaid-e-Azam University Islamabad | Islamabad |
| **MBA** | Management Sciences | Sarhad University of Science and Information Technology | Peshawar |
| **MSc** | Electronics | Preston University Islamabad (PINSAT) | Islamabad |
| **BS** | Maths, Physics | Punjab University | Lahore |
| **HSSC** | Pre- Engineering | FBISE | Islamabad |
| **SSC** | Science | FBISE | Islamabad |

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