**Haseeb**



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### EXPERIENCE

Khimji Group of Companies ( ),

tech MTE Dubai

Associate Account Manager August 2015

Working as a Senior SAGE ERP Sales and Implementation Engineer.

Responsible for supporting the company IT Team and Sales Team, ensuring that they have the tools, support and resources needed to set them apart from the competition. Responsible for Sales and Implementation of various accouning ERP Software and Restaurant Point of Sale systems– QuickBooks US, UK Version, PeachTree (Sage 50) US, UK and Canadian Version, Tally ERP 9, DacEasy, Sage ACT, QB Point Of Sale, Microsoft SQL Server, Time and Attendance management Software and Busy Accounting.

Responsible for the installation and support for the IT services and Online Support.

Successfully implemented White labelled smart Wifi Solution and Mobile applications for Hospitality Industry.

# Proton International, Dubai

Software Sales Engineer March 2014-July 2015

# Electronic Arts Games PVT LTD,India

Project Coordinator January 2010 - March 2014

Responsible for supporting the company IT Team and Sales Team and Implementation of various accounting ERP Software and for the installation and support for the IT services and Online Support.

Interacting with IT managers and CFO of various organizations for the implementation and integration of various Software/ Applications.

Overall in-charge for the Applications releasing in North America, Latin America, Europe and APAC region, handling a team of across India, Montreal, Los Angles and Romania.

Leading, mentoring & monitoring the performance of team members to ensure efficiency in process operations and meeting of individual & group targets.

Developing competency among the team members; conducting interviews to recruit the right talent and resources and developing employee competency

## Major Industry types currently on Support:

**Hospitality:** Al Burj Group of Companies, Odoner Restaurant, Emirates Leisure, Al Jarwani Group

**Medical and Pharma Industries**: KindCare Medical Center, Karama Medical Center, Life HealthCare Group and others

**Trading Companies**: Hassani Group of Companies, Express Mobile, TeaLand, Gift Garden Center, MTE and others

**Finance and Investment Group**: Khammas Group of Investment CO, ROHDE & SCHWARZ and others

**IT Companies:** Edinburg International, Dolphin Energy

**OTHERS**: HAYDON Mechanical and Electrical, SKY DIVE Dubai, ADNGC, JOHN BUCK International Al MUBADALA Company.

## Areas of Excellence

**Sales**

Customer Service Organizing Staff Report preparation Customer relationship management Professional presentations Marketing Campaigns

**Managerial**

Problem Solving Decision Making Skills Achievement Oriented Strong Influencing Skills Persuasive Communicator Team Builder

### EDUCATION

**Function**

Project Management Team Management Capacity Planning People Management Client Interaction Risk Analysis and Mitigation Negotiation Delivery Schedule

MBA (Major- Marketing,

Minor-Human Resource) from Nizam College(Hyd) 2012 with 67%.

Bachelors in Electronics & Communication from JNTU HYD, in 2009 with 67%.

### TECHNICAL SKILLS

Operating Systems : Windows 10, Windows 8, Windows 7/XP, MS OFFICE 2013.

Accounting Software : Sage Middle East, QuickBooks, Sage 50 (Peachtree), Busy Accounting, Tally ERP 9

Point of sale: Restaurant point of sale, Retail POS

Mobile Platforms : IOS, Android, J2ME, RIM Blackberry, and Windows Mobile.

Software Q/A : SDLC Testing, test plan & test Case designing.

Tools : HANSOFT, JIRA, Hades, Devtrack.

INTERESTS

Watching Movies Playing Cricket

### LANGUAGES

English Hindi Urdu Telugu