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| **ZAKI** | | | | | | | | | |  | |  | | | |  | |  | | | | | | |  | | | |  |
| Manager Sales / Technical **Schneider Electric – Middle East** | | | | | | | | | | | | | | | | | | | | | | | | |  | | | |  |
| **Email**:[zaik.374199@2freemail.ocom](mailto:zaik.374199@2freemail.ocom) , | | | | | | | | | | | |  | | | |  | |  | | | | | | |  | | | |  |
|  | | | | | | | | | |  | |  | | | |  | |  | | | | | | |  | | | |  |
| **SUMMARY** | | | | | |  | | | |  | |  | | | |  | |  | | | | | | |  | | | |  |
| A dynamic professional with **10 ye rs** of rich experience in Business Development, Technical Sales and | | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  |  | | |  | |  | | | |  | | **Security System** | | | | | |  | | | | | | | **Building Management System** | | | |  |
| Support, Bid Management , Proposal Engineering , Project Management and Key Account Management of | | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  |  | | | **FAS** | |  | | | | **Integration** | | | | | |  | | (CCTV, ACS, IDAS , ANPR ), | | | | | | |  | | | |  |
| Low Current System includes | | | | | | | | | | | |  | | | |  | |  | | | |  |
| (BMS), and | | | |  | | , 3rd party | | | |  | |  | | | | - across Middle East region. | | | | | | | | |  | | | |  |
|  | Competent in implementing effective Low Current system solutions to the customer needs, with an aim | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  | to improve customer contentment and consequently customer loyalty, repeat & referral business. | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
| Highly self motivated, innovative, customers focused and have a ‘can do’ attitude. | | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  | An effective communicator with good presentation, negotiation, Coordination, relationship and | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  | leadership skills. | | | | | | | | |  | |  | | | |  | |  | | | | | | |  | | | |  |
| **AREA OF EXPERTISE** | | | | | | | | | |  | |  | | | |  | |  | | | | | | |  | | | |  |
| **Customer Relationship Manag ment** | | | | | | | | | | | | | | | |  | |  | | | | | | |  | | | |  |
|  | Attending to customer queries, understanding their requirements and presenting suitably to generate | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  | sale. | | |  | |  | | | |  | |  | | | |  | |  | | | | | | |  | | | |  |
|  | Preparing and delivering customer presentations, and demonstrations of the products, articulately and | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  | confidently | | | | |  | | | |  | |  | | | |  | |  | | | | | | |  | | | |  |
| **Sales / Bid Ma** | | | | | | **agem nt** | | | |  | |  | | | |  | |  | | | | | | |  | | | |  |
|  | Well versed with evaluation of an opportunity to compete for a contract through the production of a bid. | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  |  |
|  | Coordinating with all parties involved in the bid process to ensure everyone is aware of the level of | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  | contribution expected of them and knows when their deadlines are | | | | | | | | | | | | | | | | | | | | | | | |  | | | |  |
|  | Mapping client’s requirements and providing them customized business solutions, Technical Support, | | | | | | | | | | | | | | | | | | | | | | | | | | | |  |
|  | presentations and demonstrations. | | | | | | | | | | | | | | | **Pelco Video Surveillance (DSSRV, Analoge System, Endura** | | | | | | | | | | | | |  |
| **VideoXpert System Axis Communication GE Fire System** | | | | | | | | | | | | | | | | | | | | | | |  | **Panasonic** | |  |  | **Milestone** |  |
| Worked on different Product such as | | | | | | | | | | | | | | | |  | , | |  |  |  |  |  |  | |  |  | & |  |
|  | |  |  | |  | |  | **urity** |  | | **Lenel Onguard** | | | | | |  |  | **APC by Schneider Electric** | | | | | |  |  |  |
| **software Bosch Se** ). | | | | | | | | |  | |  | |  |  |  |  |  |  |  |  | , |  | | Video Surveillance, | |  |  |
|  | | **HID**. | | |  | |  |  | & | |  | |  |  |  |  | **BMS Structure ware Structure ware Lite Wireless Control** | | | | | | | | | | | |  |
| & UPS . | |  | |  |  |  | |  | **Schneider**system , | | | | | | |  |  |  | . | |  | Data Center infrastructure | |  |
|  | **Zigbee** | | | |  | **Enocean** | | | | |  |  |  | **Continuum Vista** | | | | | |  |  |  |  |  |  |
|  |  | | Access card / Reader . | | | | | | | | |  |  |  |  | | , | , |  | , |  |  |  |  |  |
| through | | |  | |  | | and |  |  | |  | | Protocol . | |  |  |  | |  |  |  |  | |  |  |  |  |
| Clientele includes like SEC, ARAMCO, | | | | | | | | | | | | | | | SADARA , ITCC , Ministry of Defense and Aviation KSA, Ministry of | | | | | | | | | | | | | |  |
| Interior KSA, Dr Suliman Al Habib Hospital etc. | | | | | | | | | | | | | | | | | | |  |  |  |  |  |  | |  |  |  |  |

**EDUCATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **University** |  | **2007** | **Jamia Millia Islamia** |
| Bachelor of Technology -Electrical from Faculty of Engineering & Technology, | | |  |
|  | , New Delhi, India - |  |  |

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**EXPERIENCE**



**Schneider Electric**

*Saudi Arabia -Riyadh*

**December 2010 - November 2016**

**Manager Sales / Technical**

***Role & Responsibilities***

 Builds partnering relationships with the owner or owner representatives responsible for the decision-making process to drive the sales of TBS offerings. Understands the customer's business. Demonstrates technical expertise to develop credibility, loyalty, trust and commitment.

Seeks out, targets and initiates contact with multiple prospective customers. Develops network of

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | contacts. Understands and influence the sales process. | | | | | | | |  |  |
| Maintain sales pipeline and Sales Force . | | | | | | |  |  |  |  |
|  |  |  | Technical Support to Middle East Countries Customer | | | | | | |  |
|  | Providing System Design and review includes Security System, Building Management System, and | | | | | | | | |  |
|  |  |  | **System Design / Technical Training** | | | |  |  |  |  |
|  | Visiting Clients & Consultant to secure the opportunities. | | | | | | | | |  |
|  | Providing | |  |  |  |  | to the System Integrator / partners. | | |  |
|  | Actively engaged in Presentation & Demo to the end user as per solution requirement. | | | | | | | | |  |
|  | Managing key client/partner relationships to ensure early and open communication that meets those | | | | | | | | |  |
|  | **Project submittals, Compliance Statement** | | | | | | |  |  |
|  | client/partner expectations. | | | | |  |  |  | review and respond to formal requests for |  |
|  | Develop |  |  |  |  |  |  |  |  |
|  | information and other documents to maintain and monitor performance, cost, schedule and scope. | | | | | | | | |  |
|  | Providing End to end solution to the customer, Understanding the project requirement. | | | | | | | | |  |
|  | Analyzing, documenting and communicating to internal/external partners to meet client/partner | | | | | | | | |  |
|  | technical expectations and ensure customer satisfaction. | | | | | | | | |  |
|  | **INTERSEC (Jeddah & Dubai),** | | | | |  |  |  |  |  |
|  | Providing technical support in showcasing Pelco products in various Events and Exhibitions, | | | | | | | | |  |
|  |  |  |  |  | **System Integration** | |  |  |  |
|  | Providing support on 3 rd party | | | | | and various other exhibitions in KSA. | | | |  |
|  |  |  | and Effectively escalate and communicate | |  |
|  |  |  | **FAT &SAT** |  |  |  |  |  |  |
|  | project-specific critical issues. | | | | |  |  |  |  |  |
|  | Witnessing | | |  | and all other test required to evaluate the quality of work. | | | | |  |
|  | Worked on various Project in Middle East such as ITCC, King Abdullah Financial District, Northern | | | | | | | | |  |
|  | Border, SADARA, MOI, MOD, ARAMCO , Dubai Metro Etc | | | | | | | | |  |

**ATC Saudi Binladin Group**



*Saudi Arabia - Riyadh , Jeddah*

**2009 - 2010**

**SECURITY SYSTEM ENGINEER**

Worked as Security System Engineer (CCTV, Access System , AV , Intercom & Fire System)  Installation, Testing and Commissioning of fire alarm system EST3.



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|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Installation, Testing and Commissioning of CCTV , Intercom , Access control system of Door manager, | | | | | |  |
|  | Card reader . |  |  |  |  |  |
|  | Participating in Design reviews - Preparing and implementing the design in accordance with the | | | | |  |
|  | Contractual standards and as per the base design prepared by the senior engineer. | | | |  |  |
|  | Manage all aspects of on-site support for customer implementations. Review and accept work | | | | |  |
|  | checklists. |  |  |  |  |  |
|  | Supervise the installation of works by the Contractor as per the Contract Documents, | | | |  |  |
|  | Weekly / Monthly report preparation. | | |  | **King Saud** |  |
|  |  | **King Abdul-Aziz International Airport Project** | |  |  |
|  | Coordinating with the Project Consultant for approvals and Final handover the projects | | | |  |  |
|  | **University National Guard Riyadh** | |  | Jeddah, Saudi Arab. |  |  |
|  | Project delivered - |  | , Saudi Arab, |  |  |
|  |  |  |  |  |  |
| **Jones Lang laSalle** | |  |  |  |  |  |
| *India – New Delhi , NCR* | |  |  |  |  |  |
| **2008 - 2009** | |  |  |  |  |  |
| **PROJECT ENGINEER** | |  |  |  |  |  |
|  | Job profile includes design and Cost Estimation (BOQ) of low current system and Electrical system to | | | | |  |
|  | support IBM facility. | |  |  |  |  |
|  | Profile includes Fire Alarm System design, Estimation, Electrical Load Calculation, Installation and | | | | |  |
|  | testing of Electrical system. | |  |  |  |  |
|  | Preparation of project documentations i.e. equipment’s layouts, cable racking system, grounding | | | | |  |
|  | details, FDS, Project Specification, Data Sheet etc. | | |  |  |  |
|  | Done onsite CCTV, ACS system installation including door manager. | | |  |  |  |
|  | Work order creation & Coordination. | | |  |  |  |
| **M.Tech Developer** | |  |  |  |  |  |
| *India – New Delhi , NCR* | |  |  |  |  |  |
| **2007 - 2008** | |  |  |  |  |  |
| **ELECTRICAL ENGINEER** | |  |  |  |  |  |
|  | Done electrical wiring, installation of HT & LT Panel. | | |  |  |  |
|  |  |  |  |
|  | Proficient in installation and testing of transformer & Captive power (includes Earthing). | | | | |  |
|  | Installation of fire panel system (includes smoke detector, Fire alarms system) | | | |  |  |
|  | Estimation & proper load calculation. | | |  |  |  |
|  | Projects Includes - Housing Project in New Delhi ,Bhiwadi, Daruhera & Alwar | | | |  |  |

**PROFESSIONAL TRAININGS**



-**2015**VideoXpert , London United Kingdom

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-M102: MongoDB for DBAs , Riyadh Saudi Arabia

-**2014**Video NAS Storage & RAID 5 , 6 – Clovis California United State

- Energy Management Associate , Riyadh Saudi Arabia

-**2013**Continuum “ Boot Camp” Security , Dubai UAE

-Endura Troubleshooting , Dubai UAE

-Cisco Certification in CCNA ( Switching & Routing ) Riyadh Saudi Arabia

-The BACnet Introduction , Dubai UAE

-**2012**Smart Struxure Solution Work Station & System Design , Dubai UAE -Video Surveillance Overview , Riyadh Saudi Arabia

-Network Fundamentals for Video Security I & II , Dubai UAE

-**2011**TACVista / Menta / Xenta, Riyadh Saudi Arabia -TAC Vista Security , Riyadh Saudi Arabia

-**2010**3SDU software for Fire Alarm System , GE System, Riyadh Saudi Arabia

* Active**CURRICULUM**memberofemployee engagement team in Schneider Electric
* Successfullyelf-motivatedorganizedandself-independentandparticipated.Takesintheadifferentinitiative.rampAnalyzingshow skillsandExhibitions-TeamPlayeracross the Middle
* East
* Organized various college level activities like Fresher Party, Farewell and Cricket tournaments etc.



**Personal Details**



|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  |  |
| **Marital Status** |  |  |
| **Date of Birth** | Marriedth | **(33 Yrs.)** |  |
| **Nationality** | 09 Nov 1984 |  |  |
| **Driving License** | Indian |  |  |
| **Language known** | Saudi Arabia |  |  |
|  | English, Hindi, Urdu & Arabic. | |  |

**References**Available on request



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