

SUMMARY

A complete package of project management starting from understanding of requirement, research, product selection, commercial aspects, cost management, planning, implementation, QA till handing over. Passionate individual who wants to explore, adaptive & flexible to any system or environment with the help of latest technology.

Calm & compose in pressure situations with clarity of mind to provide time effective & measurable solution.

- Providing 1st level consultative sales support including product/technology positioning.
- Maintaining a professional network with principals for ensuring better support and services.
- Ensuring successful transition and work with technical team for ongoing client satisfaction.
- Design, Implementation and Support of:
 - IP CCTV Systems
 - Office & Home Automation Systems
 - Intelligent Surveillance Solutions
 - Access Control Systems
 - Real-time Locating Systems
 - Perimeter Intruder Detection System
 - Digital Signage
- Established qualities of Security Specialist with core specialties in the following markets:
 - Corporate Security
 - Sales & Business Development– Electronic Security
 - Management & Operations
 - Electronic Security for Manufacturers and Installers – CCTV/Access Control/Intruder Alarms
 - Retail Loss Prevention / Security, Audit & Fraud
 - HSEQ (Health, Safety, Environmental & Quality Assurance)
 - Facilities Management - Hard (M&E) & Soft Services
 - Risk Management
 - Fire Sector professionals – Sales, Fire Suppression, Fire Detection. Engineers and Senior management
 - Defense & Homeland Security – Biometrics, ANPR.

WORK EXPERIENCE

Telecom Engineering Company

Project Manager – ELV

May 2017 - Present

Working in Telecom Engineering Company as Technical Solution Architect, Security & Surveillance Solutions. TEC is a lead system integrators of Pakistan.

Core Responsibilities:

Looking after Security & Surveillance Solution projects designing, implementation along with supporting activities in Pre-Sales in order to qualify the prospect needs and wants. As the project manager my job is to plan, budget, oversee and document all aspects of the specific project we are working on. Responsible to qualify the requirement & RFQs received from sales department especially for CCTV, Intelligent Surveillance Solution, Access Control Systems and Physical Security. Account management is also a part of the JD to build and ensure a healthy and fruitful relationship with client.

In TEC we represents following business partners:

- | | |
|-------------|-----------|
| ▪ Honeywell | ▪ Wejoin |
| ▪ Bosch | ▪ CEIA |
| ▪ HID | ▪ Gunnebo |
| ▪ Hikvision | ▪ Makim |
| ▪ ZK Teco | ▪ Solari |

Major Projects

- Glaxo Smith Kline. With CCTV design and deployment of Honeywell CCTV solution and integrated access control system at various GSK plants.
- Agha Khan University Hospital with a design and deployment of 150+ Honeywell CCTV cameras for a virtual perimeter security project.
- Shell Pakistan. Successfully deployed CCTV system at 100+ outlets of Shell Pakistan & managing the maintenance and additional deployments of the ongoing project.
- Ibex Global Pakistan. With the design and deployment of integrated Physical Security and Access Control system across nationwide high rise buildings of IBEX group.
- ATCO Pharmaceuticals. With design and deployment of integrated FAS, PAS, ACS and CCTV system at production facility of Atco Pharmaceuticals.
- Quetta International Airport. With the deployment of complete ELV system and FIDS/MC as well at newly build QIAP domestic and international facility.

Al-Futtaim Pakistan Pvt Ltd**Product Manager – ELV****November 2014 – April 2017**

Working in Al-Futtaim Pakistan as Technical Solution Architect, Security & Surveillance Solutions. AFP is a part of UAE based Al-Futtaim group.

Core Responsibilities:

Security & Surveillance Solution designing along with supporting activities in Pre-Sales in order to qualify the prospect needs and wants. Responsible to qualify the requirement & RFQs received from sales department especially for CCTV, Intelligent Surveillance Solution and Access Control Systems. Ascertain and Design and implement Strategic Implementation Procedure for new Business Opportunities in the Corporate & SME Sector. Design & Implementation of Perimeter Fencing and Digital Signage Systems using cutting edge equipment & designs. Representing following business partners:

- | | |
|-----------------------|---------------|
| ▪ Pelco | ▪ Dahua |
| ▪ Panasonic | ▪ Suprema |
| ▪ Southwest Microwave | ▪ ZK Software |
| ▪ Hikvision | ▪ Hundure |

Major Projects

- British American Tobacco Pakistan Pvt Ltd. With CCTV design and deployment of 40+ Pelco high end cameras and integrated access control system across the entire B.A.T campus.
- Abu Dawood Trading Company with a deployment of 150+ Pelco CCTV cameras across 25 branches countrywide

Pak Innovative Systems**Manager Business
Development****September 2013-October 2014**

Joined a newly emerging company with the core business of CCTV Systems. Also deals in Time Attendance, Access Control, Fire Alarm & IT Services.

Core Responsibilities:

Manage overall Business & Support activities including planning, team management, product analysis, client management etc. Responsible for increasing revenue and profit margin to the desired target.

Major Projects

- Novartis Pharmaceutical Pakistan. With CCTV design and deployment of CCTV system that includes high end cameras and integrated access control system across the entire Novartis Plant.

Limton Group of Companies**Team Lead Repair & Supplies****July 2009 – August 2013**

After Completion of First Year as System Support Engineer, management pleased to accounted & promoted me as Team Lead Repair & Supplies as they have firm believe in my potentials like team Management, technical business approach, project management & building a A-level customer relationship for the growth of the organization.

Core Responsibilities:

Experience to work with the database of over 3200 clients. Manage overall after sales business activities including team management, hardware forecasting, Hardware repair, correspondence with manufacturers & overall workshop tasks. Provide support to departments (Sales, AMC, Support, Projects, Supply chain, Installation & Execution) to maintain a worthy client relationship.

Major Projects:

- SNGPL. Successfully maintain the after sales support of Hand Held Computer Project.
- SSGC. Successfully maintain the after sales support of Hand Held Computer Project.
- PSO. Successfully maintain the after sales support of the deployed biometric solution which included over 100+ Biometric devices all over Pakistan.

Achievements:

Awarded “Employee of the Year” on achieving business targets for two consecutive years 2010 & 2011

Limton Group of Companies**System Support Engineer****February 2008 – June 2009**

Joined Customer Services & System Support Department of LIMTON GROUP OF COMPANIES A pioneer group in providing complete computer interfaced TIME MANAGEMENT and ACCESS CONTROL (Network Controlled Units) to over 3200 clients including Walkthrough Gates, Metal Detectors, Tripods and other solutions representing products of following business partners:

- | | |
|---|--------------------------------|
| ▪ Recognition Systems Inc. (AMANO - RSI)
SINGAPORE . | ▪ ACTi Inc : IP Cameras |
| ▪ Reco (Hundure) Research – TAIWAN | ▪ GIGA-TMS Inc — TAIWAN |
| ▪ SUPREMA - Korea | ▪ HID – USA |
| | ▪ Galaxy Control Systems – USA |

Core Responsibilities:

Provide hardware and software support & services to clients. Contribution in after sales business. R&D & Troubleshooting of existing systems. Provide strong support to other department (AMC, Software, Repair & Supplies) in their business.

Major Projects:

- PSO
- Novartis Pharmaceuticals (Pakistan) Limited
- Karachi Shipyard
- HSBC
- PPL

Achievements:

Awarded “Engineer of the Year” on target achieving & best overall performance in the years 2008-09

EDUCATION AND TRAINING

- 2003–2006 **BS (Computer Engineer)**
Sir Syed University of Engineering & Technology, Karachi (Pakistan)
- 2000–2002 **Intermediate (Pre-Engineering)**
Public Collage Hyderabad, Hyderabad (Pakistan)
- 1998–2000 **Matriculation (Science)**
Public School Hyderabad, Hyderabad (Pakistan)

PERSONAL SKILLS

- Strong interpersonal skills with the ability to mediate between disputing parties and departments
- Excellent communication skills with the experience of handling customers in adverse conditions
- Well versed in English
- Proficient in MS Office Suite

PERSONAL INFORMATION

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D.O.B: 29 December 1984
Nationality: Pakistani