

## Covering Letter

**To,**

**The HR Manager,**

Dear Sir/Madam,

Subject: **Job application – immediate positions – Manager**

I am a Seasoned professional with over 11 years of experience in GCC (more than 6 ½ years of presales, sales and business development managerial experience in Bahrain), worked closely with CXOs of key customers from Govt., BFSI, Education and Hospital sectors. Understand technology spectrum across Cloud, Security, Networking products, Storage, Analytics, IoT, Machine Learning, AI, Data Science and eCommerce

Extensively worked with key business partners across Bahrain and other GCC countries, creating consortium to make a winning team and providing excellent solutions to clients. Exceeded the expectations and revenue targets in all my 11 years.

Bachelor's degree in Computer Science Engineering. Speaks multiple languages such as Arabic, English, Hindi and Malayalam.

### **Key Achievements:**

- Large Account Manager, Over achieved targets for consecutive years.
- Handled multiple large-scale information technology and business transformation projects.
- Understanding of pain points and providing solutions increased customer retention by 35 to 50 percentage.
- Grew business by adding new customers up to 40 percentage through creative strategies and approach.
- Top performer for consecutive years- Winning multiple large value Tenders.
- Alliance with new business partners, resulted GP growth by cross selling using existing resources.
- Effectively steered and managed sales and support team.
- Technical and sales certifications from Cisco, Microsoft, Nutanix, AWS, Udemy and many more.

**NB: I am available to join immediately.**

Looking forward to your support and hearing from you as early as possible.

Best regards,

Shafeeh M

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