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| |  |  |  | | --- | --- | --- | | [ConnectOnLinkedInIUB LinkedIn QR Code](https://www.linkedin.com/in/inamullahbaloch/)**Inam Ullah Baloch**Cell/WhatsApp: +973-35631260, BoTIM/WhatsApp: +92-9247168 [inam.libra@gmail.com](mailto:inam.libra@gmail.com); <https://www.linkedin.com/in/inamullahbalouch/> |  |  | |

**PROFESSIONAL SUMMARY**

An experienced & highly accomplished professional with **23 years** of diversified experience in Cross-Functions & Technologies specially Technical/Solutions Delivery & Implementations (End to End Project Management Life Cycle), Staffing & Outsourcing, IT Procurement/Vendor Management, Consultative/Solution Selling, Training, SLAs. My communication skills, attention to detail & promptness make me a very good candidate for any challenging position.

**KEY STRENGTHS**

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| * Project Management * Technical/Solutions Delivery * Easily Find Gaps for Solutions | * Business & Technology Consulting * Consultative & Solution Selling * Carve New Business/Initiatives | * Channel Management * Demand Generation Plan * Go-To-Market Strategy | * Staffing & Outsourcing * IT Procurement/Vendor Mgmt. * Resource & Training Mgmt. |

**WORK EXPERIENCE**

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| **Organization** | **Designation** | **Duration** |
| [Technoland Arabia WLL](http://technolandarabia.com/) | Head of Applications & Database Solutions for Middle East | 15Sep, 2019 to Present |
| [SysTech International (Pvt.) Ltd](http://www.systechsol.com/) | Chief Operating Officer (COO) | 01 Sep, 2018 to 14 Sep, 2019 |
| [SysTech International (Pvt.) Ltd](http://www.systechsol.com/) | General Manager (GM) Projects & Solutions Delivery | 03 Jul, 2017 to 31 Aug, 2018 |
| [Apollo Telecom (Pvt.) Ltd](http://apollo.com.pk/) | Regional Sales Manager (RSM) for Pakistan & UAE | 01 Feb, 2017 to 02 Jul, 2017 |
| [Ora-Tech Systems (Pvt.) Ltd](http://www.ora-tech.com/) | Vice President (VP) Pre-Sales & Sales/Marketing of Applications & HOD) - Pakistan & SEA | 26 Dec, 2013 to 31 Jan, 2017 |
| [ClayLogix India (Pvt.) Ltd](http://www.claylogix.com/) an [Clay Telecom Company](https://www.claytelecom.com/)) | Regional Sales Manager (RSM) - Middle East & Pakistan | 25 Oct, 2012 to 24 Dec, 2013 |
| [Sybase Solutions Corporation (Pvt.) Ltd](https://www.linkedin.com/company/sybase/) | Country Manager | 16 Jan, 2008 to 15 Aug, 2012 |
| [mLogica Inc.](http://www.mlogica.com/) | Director of Business Development for South East Asia & Middle East Region | 16 Jun, 2006 to 15 Jan, 2008 |
| [Pakistan Office Automation (Pvt.) Ltd](http://www.poa.com.pk/) | Manager Marketing & Sales | 28 Nov, 1998 to 15 Jun, 2006 |
| [SEFEC-MECOM J.V.](http://www.sefec.com.pk/) | Computer Operator-Cum-Secretary | 02 Jul 1997 to 16 Jul, 1998 |

**PROFESSIONAL CERTIFICATIONS**

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| VMware Logo Sales Professional (VSP) Server Virtualization 2018 | VMware Logo Technical Sales Professional (VTSP) - SV 2018 |
| Enterprise Content Management Sales Professional v3 | Database 12c Presales Specialist 2016 |
| Hosted SaaS - Entry Sales Professional v1 2016 | Exadata Database Machine 2016 Sales Specialist |
| Maximo Enterprise Asset Management Sales Prof. V5 | FLEXCUBE Direct Banking 12 Sales Specialist 2016 |
| MobileFirst Sales Professional v2 2016 | Microsoft Certified Professional Systems Engineer 2001 |
| Smarter Process Sales Mastery v1 2016 | HP-First Hardware Diamond Class Certification |
| Practical Accounting Duties course - Career Training Institute-98 | HP- First Supplier Ruby Class Certification-08 |

**KEY CONTRIBUTIONS:**

* Developed & Tested Software Division from scratch, technology association with leading vendors
* Monitor and evaluate industry trends and customer drivers and meet regularly with stakeholders to discuss strategy
* Manage proposal response process, including detailed RFP requirements, content creation, and inputs from various source.
* Develop and implement overarching outbound sales and business development strategy and best practices across the company.
* Create scalable software platforms and applications, and efficient networking solutions checked regularly for continuous integration.
* Examine existing systems, identifying flaws, and creating solutions to improve service through monitoring automated remediation.
* Converted bad health project into success with team effort.
* Secured good DMS deal from FSIs & EAM projects after longtime from Energy/Power & Ports Industry.
* Provided Database Management, Mobility Solutions, Professional Services & training to renowned organizations in SEA & ME.
* Successfully launched Sybase Solutions Corporation in Pakistan & Bangladesh.
* Successfully negotiated & took reputed IT organizations on board as Channel Partners/Business Solutions alliances.
* Positioned Mobile Banking, Branchless Banking & ePayment Solutions to new & existing customers.
* Participated in launching & marketing of our own product “PMAC” brand successfully apart from Compaq/H.P., IBM, Acer & Dell.
* Provided Turnkey Solutions to Public & Private sector based across Pakistan through Tender Business & Corporate Lease Finance.
* Built Sybase brand image in this region, which was little known previously, as a result market penetration increased.

**CONSULTANCY SOLUTIONS & SERVICES**

* Consultative & solution selling based on different technologies, End to End IT Solution, Digital transformation.
* Project management, Costing, Implementation Planning & Methodology, System Study, Gap Analysis, Resource Management, Meeting Timelines & Deliverables, Business & Functional Consultant.
* Recruiting, monitoring & managing of teams. I have been the part of analysing the existing systems, identifying issues & proposing new systems, guiding system analysts in evaluating gaps in user expectations & proposed systems also managed software implementation phases & user acceptance testing.
* Leading ERPs, Financials, Inventory, Procurement, Contracts, Enterprise Asset Mgmt./ CMMS / MRO / BMS, Production Optimization, Smart Cities, HR, Reporting Chart of Accounts, HMIS, Campus Management, HSE, Real Estate & Facilities Mgmt. Solutions & IoT.
* DMS solution for Digitization of the Documents with Business Process/Workflow. ECM based Case Management, Credit Application approval, Claim Process, Trade Finance, Remittance/Funds Transfer, Account Opening Process, Release of Collaterals, Accounts Payable/Receivable, Procurement & Claims, Property/Land Management System, Staff Applications & Approval Process.
* MCommerce/Digital Disruption, Green Money, Smart Kiosks, Digital Branches, Hash Cube, Customer Experience Mgmt., Digital Marketing, Contact Centre Solutions, Hospitality Mgmt.
* Database Management Services (7x24 Remote Support, Business Continuity, Health Check, Performance & Tuning, Upgrade, Cross-platform Migration, High Availability, Disaster Recovery, Replication, Big Data & Data Warehouse (DWH), Extract-Transform- Load (ETL), KPIs / Dashboard, SaaS/Cloud Solutions.
* Data Centre (Servers, Storage & Security), Network Services, Unified Communications & Collaboration.
* Analytics Appliance on Demand/Cloud-based.
* Consultancy, Testing & Training Services.
* Onsite / offsite support services & resource deployment

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| PROJECTS: Eskan Bank, United Energy/British Petroleum, DP-World Pakistan, HUB Power Plant/Int’l Power, Bank Al-Falah Ltd, Habib Bank Ltd (PK & UAE), Hutchison Ports Pakistan, Board of Revenue Sindh, Ora-Tech Group, Shangrila, Young’s Food, Summit Bank Ltd, AKD Securities, Federal Urdu University, Hospital Supply Corporation, IBA, Sindh Agriculture University, Greenwich University, Aptech, Circle of IT.  **Also worked on POCs/proposed solutions to the following:**  State Bank, Meezan Bank, Bank Al-Habib, BankIslami, Habib Metropolitan Bank, SSGC, K-Electric, PSO, South Asia Port Terminal, AKUH, Aman Foundation, Indus Hospital, PNS Bahadur, Adamjee Insurance, Nestle, Ericsson Pak. | **Bangladesh** - Dutch Bangla Bank, Chittagong Stock Exchange. **Indonesia** - Permata Bank. **Kuwait** - Bank of Boubyan. **Malaysia** - PUNB, SAP/Sybase, Tellabs, TimeDotCom, Universiti Sains Islam, Utusan Melayu Berhad, Royal Bank of Scotland, Bursa, Mocis, Universiti Utara Malaysia. **Singapore** SAP/Sybase SEA. **UAE** - Abu Dhabi Islamic Bank, Sybase ME/MDS *ap*. **Mauritius** BOI, Innodis  **Bangladesh** - Rankstel, Bangladesh. **Kuwait** Finance House. **Mauritius** Traffic Police. **Kenya** KCB. **Nigeria** Police. **Zimbabwe** Police. **Uganda** - Stanbic Bank, Police/ Crime, Traffic & CID Depts, Judiciary |

**Product Knowledge:**

* **IBM** IoT, Maximo/MRO EAM, Health Safety & Environment (HSE), TRIRIGA Real Estate & Facilities Management, Control Desk.(ICD), BPM, Case Manager, ECM/DMS (FileNet & DB2 Content Manager), DataCap, Content Manager OnDemand (CMoD).
* **Infor** EAM, HMS, ION, MP2 EAM. Bravo Solutions/Jaggaer/Tejari, HIS, Ellucian Banner Higher Education
* **Microsoft** Azure, Dynamics365, AX, CRM, SharePoint, SQL DB, Power-BI, SQL BI Stack (SSIS, SSAS, SSRS).
* **Oracle** EBSFinancials, SCM, HCM, Fusion Cloud (FIN, SCM, HCM, OTBI), Oracle CX, Oracle DaaS, Database, OBIEE, Hyperion, EPM, eAM, Peoplesoft, Siebel, FlexCube, DB Appliances, Data Guard, Primavera.
* **SAP** HANA, Business-One, All-in-One, PM, SuccessFactors, ARIBA, **SAP/Sybase Enterprise:** ASE EE, IQ, Replication Server, EAServer, PowerDesigner, PowerBuilder **Sybase Mobility**: iAnywhere, SQL Anywhere, Afaria, M-Business Anywhere, iAnywhere Mobile Office, Answers Anywhere, RFID Anywhere. **Sybase365** mCommerce Solutions, Paybox, Mobilizers, Operator services, Enterprise Services.
* **Open-Source:** Odoo, OrangeHRM, idempiere, Dolibarr, Active Agenda, InoERP, HeliumV
* **Tools (Database & BI):** Confio Ignite, Bradmark Solarwind, Symantec In-depth I3, OpenText/Actuate, Cognos, BIRT, Emanio, MicroStrategy.
* **Hardware Infrastructure:** Dell EMC, HP Enterprise, HP Aruba, CISCO, Commvault, Rubrik, NetApp, Redhat, VMWare, Veeam, Sangfor, SonicWall, ThreatQ, Fortinet, ServiceNow, CrowdStrike, Adobe & Citrix.

**PARTICIPATED AS EXHIBITOR/ORGANIZER**

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| GITEX 2012, Riyadh, Saudi Arabia | “Launching Ceremony of Sybase Solutions Corporation” 2008 |
| Connect IT 2008-2011 | ‘Sybase Solutions Day” & “Technical Sessions” 2007 |
| ITCN Asia Int’l IT & Telecom Exhibition & Seminar 2001-6, 2010 | The Future of Pakistan (IT) by Dawn Group of Newspapers |
| Computer Society of Pakistan 18th & 19th Annual Exhibition | Pakistan Information Technology Forum “Internet Exhibition” |

**WORKSHOP ATTENDED**

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| Oracle OpenWorld Middle East, 2020, UAE | 1st Annual Pakistan Blog Awards & New Media conference 2010 |
| Open-BDA “Big Data, Hadoop & Beyond” 2015 | Sybase Partner Workshop 2007, Malaysia |
| Sybase Products Middle East, VIP Majlis 2010, UAE | Sybase APO Kickoff & Boot Camp 2008, Malaysia |
| GITEX Technology Week 2010, UAE | Sybase365 AP Distributor Countries Training 2007, Singapore |
| Sybase SEA 2010 Partner Kick-Off, Singapore | Actuate workshop 2007, Singapore |
| Channel Partner Session 2010, Bangladesh | Sybase Asia Pacific Boot Camp 2007, Thailand |

**EDUCATION**

* MBA (MIS) from Newport’s Institute of Communications & Economics, Karachi from 01-01-2004 to 30-12-2005 CGPA 3.01.
* MBA (Marketing) from West Coast Institute of Management & Technology (Internationally Recognized by IARC-Australia), Study Centre, Karachi from Jan. 2002 to Dec 2003 CGPA 3.3.
* **Professional recommendation/References:**

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| [Fahad Ahmed, PMP, ITIL V3Fahad Ahmed, PMP, ITIL V3 (President at Project Mgmt. Institute (PMI) Karachi Pakistan Chapter)](https://www.linkedin.com/in/fahmeds/): Inamullah is a thorough gentleman and is proficient in managing the entire Project Life-cycle (end to end) including coordination, system study, gap analysis, planning, resource recruitment & management, timeline management, business & functional consultancy, putting strategies & operations on track, project control and change management. He never hesitates to adopt alternate strategies and takes calculated risks with appropriate remedies and mitigation. A focused individual with getting things done attitude. Would be an asset for any organization. |
| [Rahmat QuadriRahmatullah Quadri (Director General at Ora-Tech Systems, also Solutions Architect IBM ECM & Maximo at, CA, USA):](https://www.linkedin.com/in/rahmat-quadri-65338a3/) Good strategist easily finds gaps for solutions. Cool & smooth operator with excellent interaction with the team. Always ready to listen & learn new technology. Has a very good contact base. |
| [Xiaoping ShanXiaoping Shan (Director Business Development at Huawei Technologies Pakistan):](https://www.linkedin.com/in/xiaoping-shan-558b01122/) Most genuine & humble person I have ever met, with vast knowledge of business & technical know-how. The best part about Inam is that he is always seeking to advance others & always willing to offer his services & professional advices. I have had the luck to work with him closely in joint business development activities for about a year in Karachi Pakistan. His commitment & consistent follow-up really impressed me. Many of the projects we initiated together turned into successful business. I am sure anyone who gets into a business or personal relationship with him will benefit & will appreciate his friendship. |
| [Manoj PurohitManoj Purohit (Sr. Director, Dynamics, Asia at Microsoft), was Chief Architect & Pre-Sales Lead at Sybase/SAP prior to Head Financial Services Solutions APAC & Japan at CISCO, Singapore:](https://www.linkedin.com/in/manojpurohit/) Inam was a great asset to our Sybase & Sybase 365 operations in Pakistan. He grew our business & helped carve many new business opportunities while growing our traditional business revenue. He also led several marketing initiatives for us in Pakistan. He is great sales & marketing leader to have in team. |
| [Ilker TasdemirIlker Tasdemir (Director of Business Analytics at MDS *ap* Tech part of MIDIS Group, UAE):](https://www.linkedin.com/in/ilker-tasdemir-77a713/) Inamullah has a result-oriented personality & solution thinking. He has exceptional team building & leading capacity. He likes challenges & has always been very prompt in delivering his commitments. His communication skills, attention to detail & promptness makes him a very good candidate for any challenging position in any org. |
| [Sandip Sharma](https://www.linkedin.com/in/sharmasandip/)Sandip Sharma (Technical Director, Data Analytics & Reporting at OpenText/Actuate, Singapore): I have known Inam since **2006** when we first met in Singapore during one of his business trips. He is extremely talented & passionate about his work & wants to grow & build the partner network in Pakistan. |
| [Mathew AvadiarMathew Avadiar (Director Business Development., MCommerce Asia at Sybase365/SAP, Australia):](https://www.linkedin.com/in/mathew-avadiar-b1797b2/) Have known Inam since **2009** as a business partner. We have worked on a couple of projects. Likeable & a professional person. |
| [Parag TikekarParag Tikekar (Head BI Emirates NBD, Strategic Consultant, Corporate Trainer & Associate Faculty, UAE)](https://www.linkedin.com/in/paragtikekar/): Promising solutions provided & can be trusted to propose the best fit to meet your requirements. |
| [Ravikumar RaoRavikumar Rao (Vice President at JPMorgan Chase & Co. NJ, USA):](https://www.linkedin.com/in/ravikumar-rao-93018b9/) Inam was working with us in Delivery capacity. He is very professional & make sure Customers & Team are happy & try to fill in the gaps with his experience. It was Pleasure working with him. |
| [Sangita KSangita K (Database Consultant at mLogica Inc., CA, USA):](https://www.linkedin.com/in/sangita-k-35253516/) I have known Inam since **2009**. He is extremely talented & passionate about his work. Good strategist easily finds gaps for solutions. Cool & smooth operator with very good interaction with the team. |
| [Arooj Alam KhanArooj Alam Khan (Director at Sidat Hyder Morshed Associates):](https://www.linkedin.com/in/aroojalamkhan/) I have always admired Inam’s hard work & dedication in promoting Sybase in what I consider to be a very competitive & challenging environment. His passion with his work portfolio is indeed commendable & my experience in dealing with Inam has always been very positive & encouraging. |
| [Sajjad Hussain KhanSajjad Hussain Khan (VP, Netsol Financial Suite & Product Engineering):](https://www.linkedin.com/in/sajjadhkawan/) Pleased to write a recommendation for Mr. Inam to whom I know since several years. He is a highly energetic, passionate & target oriented individual. His experience & grip on subject makes him a highly competent among peers. Having a great exposure to the multinational environments & business domains with respect to the sales & marketing of software products & services has no match. He has been highly successful in achieving all the set targets by maintaining the KPIs at their higher side. A well composed natural talent in nurturing business relationships with public & private customers, drawing strategies for the business development, business consultancy & managed services & resources management overall. Based on his proven track record as a successful individual, I would like to recommend him as a key factor for the success of any new venture he undertakes. |
| [Saqib BalochSaqib Baloch (Cyber Security, Global Network Security Services at Aon Hewitt, Illinois, USA):](https://www.linkedin.com/in/saqibbaloch/) Inam is very detailed oriented with excellent sale & marketing skills, he has great skills for company as well as for the customers. His technical expertise is high ranked, I worked with him for a product benchmarking, & he provided a tremendously useful info, which proves that he can be a wonderful resource for any company. |
| Tarik Husain (Digital Banking Sales Director, JAPAC, Oracle), Singapore, was Business Development Director Sybase365 prior to Sr. Director Sales, SAP Asia. |
| Ashok Munirathinam (Sr. Director - SAP Cloud Platform Asia Pacific & Japan at SAP Asia Pte Ltd), Singapore. |
| [Tahir KhalilTahir Khalil (Sr. Technical Consultant at DHL, Czech Republic)](https://www.linkedin.com/in/tahirkhalil/): I had a wonderful working experience with Inam - a dedicated, hardworking & very professional person. He has very good communication & relationship building skills, which is a good asset for any marketing & project management person. |
| [Junaid FarooquiJunaid Farooqui (Domain Security Architect (Interim) at Coventry Building Society, UK):](https://www.linkedin.com/in/junaid-farooqui-91a62719/) Inam Ullah is an excellent professional & provided me the service with utmost honesty & integrity. |
| **[Arsalan Khan](https://www.linkedin.com/in/akhanweb/)**[Arsalan Khan (Content Management & Cloud Consultant, Germany):](https://www.linkedin.com/in/akhanweb/) Inam worked in Pre-Sales / Software Marketing activities dedicatedly. He is good in delivering the core of the products capabilities in efficient manner. I would say Inam is a true Business development executive who can sell any sort of software/hardware stuff. I wish you good luck. |