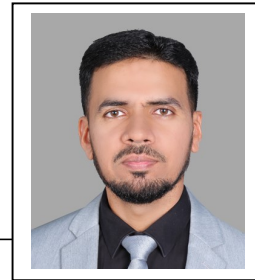


## Tanveer Mehmood AbdulRazaq

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### PROFILE

A commercially focused **Bahraini** possessing highly-technical IT professional background with over 14 years experience designing, implementing and supporting a broad range of IT solutions.

Technical specialties include **Native and Hybrid Cloud Architectures** in various domains and project stages; Designing, Planning, executing and maintaining networking, security, enterprise storage and complex fault resolution scenarios.

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### COMPETENCIES

#### **BUSINESS COMPETENCIES:**

- Project management - (**PMP ® Certified**)
- Gap Analysis & services improvement
- Customer management
- Cross functional teamwork

#### **PERSONAL COMPETENCIES:**

- Go better positive attitude
- Fast Learner
- Innovative & motivated
- Team Player & role model

#### **TECHNICAL & PROFESSIONAL COMPETENCIES:**

10+ Years of hands-on exposure in Tier one Network/VoIP/Data & various application deployments. Below is a summary of key skills in different ICT domains:

**CLOUD AND VIRTUALIZATION:** AWS cloud, Hyper-V, VMware EXSi hypervisor.

**VOICE & VIDEO:** Cisco GW & GK, Cisco Unified Communication Manager, Expressway C & E, Open source IP PBX, Spliceom, IP Phones, E1/ISDN/PRI, SIP/H.323/MGCP Implementations, Video Conferencing systems – B2B calls & Unify Collaboration solution.

**NETWORK & DATA:** Core and distribution catalyst switches (layers 2 & 3), NetApps Cache Engines, Packet shaper bandwidth management.

**SECURITY:** Sophos, Fortinet, Cisco ASA FW, Cisco PIX 515/525, Juniper Netscreen (SSG, ISG series), Cisco 65xx FWSM/IDSM modules, SSL VPN, IPSEC VPN, multi-Site VPN

**PROTOCOLS:** TCP/IP, Routing Protocols (OSPF, RIP, IGRP and EIGRP), IP Multicasting (PIM), NetBIOS, STP, PPPOE, PPPOA, PPP.

**NETWORK MANAGEMENT & MONITORING:** MRTG, PRTG, Cisco Works LMS, SolarWinds Orion

**APPLICATIONS:** Billing systems & Interfacing, CRM/Customer provisioning, Trouble ticketing, DB Clusters, E-Commerce, ERP packages, Intranet applications, Unity, workflows.

**SYSTEMS:** IBM/HP/Dell servers, SAN storage, Cluster systems, Tape Libraries etc.

**WIRELESS:** Ubiquiti, Proxim, Cisco WLAN, Motorola & Kenwood, RF Planning, Wi-Fi heat map

**WAN:** T1/E1, Channelized E1, Leased circuits, ISDN, xDSL, Cable

**MISC:** Internet Peering, Data Center development & management skills

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### **ACADEMIC QUALIFICATIONS & INDUSTRY CERTIFICATIONS**

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Apr 2018	AWS Certified Solution Architect - Associate
May 2018	AWS Certified Developer - Associate
1999	MCP + MCSE (MS Certified Systems Engineer)
2002	CompTIA A+ Certified
June 2009	CompTIA Security+ Certified.
Nov 2008	CCNA (Cisco Certified Network Associate)
Aug 2009	CCNA – Voice Certified
Mar 2010	CCNP-Voice / CCVP (Cisco Certified Voice Professional)
Oct 2012	CQS (Cisco IP Contact Center Express Specialist)
April 2012	PMP (Project Management Professional)
April 2020	Veeam (Certified sales Professional & technical sales Professional)
May 2020	Sophos Certified Engineer & XG Firewall Certified
May 2020	Certified ESET Managed client Security Specialist
May 2020	Kaspersky Endpoint Security Cloud.
June 2020	Pure Storage Sales Accreditation
June 2020	NetApp Accredited Technical Sales Professional (NATSP)
Undergraduate degree	Kingsborough Community College (City University of New York) – With Honors
Bachelor's degree (Pursuing)	Hunter College (City University of New York)

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### **CAREER PATH & ACHIEVEMENT SUMMARY**

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<b><u>Period</u></b>	<b><u>Appointment / Organization</u></b>
Mar 20- Current	Head of Presales (Wajda International Technologies, Bahrain)
Jan 15 – Feb 20	Head of Wireless & Telecommunication (KFCA / Kuwaiti Manager Contracting)
Aug 12 – Jan 15	Senior Voice & Network Engineer (Almoayed Group)

Dec 07- Jun 12

Engineer / NCSI (ME) WLL (Singapore Telecom)

**CAREER HISTORY****Work 1****Wajda International Technology (Al Seef, Bahrain)**

Nature of Work

Wajda International Technology ([www.wajdagroup.net](http://www.wajdagroup.net)) newly established ICT wing provides Turnkey ICT solutions. I am currently heading the Presales/Technical team.

Period

Mar 2020 – Current

Position/Role

Head of Technical Sales / Presales Head

Services Provided

- Use sales technology to build client profiles and patterns of behavior to help identify opportunities that are most likely to close.
- analyze market potential, run focus groups and craft pitches for Sales Consultants to use in the field.
- Use strategic thinking skills to understanding pain points of qualifying prospects and highlight the solution accordingly.
- Use Collaborative Skills and organizational skills

**Project 1****King Fahd Causeway/Batelco /KMC (Saudi Arabia – Bahrain)**

Nature of Project

- Network Infrastructure (Data, Voice, Security) Solution by Cisco
- Cisco Enterprise class Voice (VOIP) and Wireless LAN solution
- Implement, configure and support the project
- Business-to-Business B2B Video calls via Expressways

Technologies Used

Hardware:

Network Core (Cisco 6509-E/4506-E), BE7000 Servers, Expressways, Cisco 3925 ISR Gateways, Cisco Mx300 Video Conferencing, 79xx/8961, 9951, Jabber end points, Wireless (Controllers 5508 & APs) and Power Solution by APC Smart UPS.

Software:

VMware ESXi 6.5, Cisco IOS 15.x, Call Manager and Unity v11.5, Expressway Core and Edge, Prime License Management, Call Detail Record (CDR) provided by Soft-ex®.

Period

Aug 2012 – Feb 2020

Position/Role

Head of Telecommunications &amp; Wireless Services

Accomplishments

- Assisted Batelco/ISP in the deployment of the project as an outsource engineer.
- Initial configuration of the CUCM, switches, gateways, Controllers and APs followed by Support Contracts.

<b>Project 2</b>	<b>Al Jassimya Tower (Doha – Qatar)</b>
Nature of Project	<ul style="list-style-type: none"><li>- Integrated ICT solution for intelligent building.</li><li>- Audio Visual (AV) solution for 14 meeting rooms.</li><li>- Building Security System (CCTV &amp; ACS) and Public Address</li></ul>
Technologies Used	<p><u>Hardware:</u> Data (Juniper EX 8202/4200/3200), Voice (Cisco 2951 CME) Wireless controller 2125 &amp; AP 1242, HP DL 380 G7 &amp; Archivers. AV, ACS, CCTV, PA (a hybrid mix architecture of technology and manufacture).</p> <p><u>Software:</u> Windows 2008 servers, RHEL 5. Applications (by Panasonic, Extron, Crestron, Bi amp, Draper, Bosch and others)</p>
Period	Dec 2010 – June 2012
Position/Role	Assistant Project Manager
Accomplishments	<ul style="list-style-type: none"><li>- Consultant Approval for Design &amp; Technical Submittals of CCTV, ACS, PA, AV and Network Infrastructure (Project Initiation)</li><li>- Successfully integrate all ICT services (Project execution)</li><li>- Coordination with Project Manager for all Technical (AV, CCTV, ACS, PA, Networking, Video Intercom, Infotainment System) and non-technical (team coordination, Cash flow management, Resource leveling and Site related) project issues.</li></ul>
<b>Project 3</b>	<b>E-Gates implementation and maintenance (Qatar – Doha International Airport DIA)</b>
Nature of Project	<ul style="list-style-type: none"><li>- Automated Electronic gates implementation and maintenance for Qatar’s Ministry of Interior / Immigration.</li><li>- E-gates Enrollment stations, Kiosks, E-gate Card printers.</li></ul>
Technologies Used	Customized E-gates stations equipped with double flap mechanism for physical security and embedded logical security (Sensors, Scanners, Readers, and Counters). Programmable chips and Input/output units providing interface key points to Ministry.
Period	Mar 2011 – Oct 2011
Position/Role	Team Leader
Accomplishments	<ul style="list-style-type: none"><li>- Successfully implement 20 new automated E-gates (15 for cabin crew, 2 for VIP arrival, 3 for Departure)</li><li>- Test &amp; commission E-gates and receive client sign-off.</li><li>- Maintain 13 previously installed E-gates, card enrollment stations as per very strict SLA terms.</li></ul>

<b>Project 4</b>	<b>Bahrain World Trade Center - BWTC (Bahrain)</b>
Nature of Project	<ul style="list-style-type: none"><li>- Intelligent Building with limited integration</li><li>- ICT implementation (Network, Voice, CCTV, ACS &amp; PA)</li></ul>
Technologies Used	<p><u>Hardware:</u> Cisco Core 65xx /45xx, Wireless Aironet 1120, Cisco 38xx ISR, Security (FWSM, Proventia network IDS and IPS GX 4002C, Packetshaper 10000), TamcoPower UPS solution, SMS gateway, Dell 2950, 1950, 1850, HP ProLiant DL380 Servers.</p> <p><u>Software:</u> Windows 2003, RHEL 4, Project Helpdesk, Online Tenant portal, Cisco IOS 12.x, TrendMicro Antivirus, Bosch &amp; TXpert CCTV, PA &amp; Building Integration System, VMware ESXi 3.5 &amp; 4.1, CME etc</p>
Period	Dec 2007 – Nov 2010
Position/Role	Voice Engineer & Associate Network Engineer
Services Provided	<ul style="list-style-type: none"><li>- Work in conjunction with partners to provide full-fledged ISP Voice/Data, connectivity and in-house IT setup services for tenants</li><li>- Install IP Telephony &amp; Data network for BWTC</li><li>- Provide network level support to integrate 'Intelligent Building Management system'. ICT and Security System implementation.</li><li>- Coordination with all parties (Architect, interior designer, MEP contractor, building security service, building management and ISP/telecommunication provider) to ensure quality and comfort</li></ul>

Date: June 2020

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