# **Personal Information**

Name : **Mohd R. Aljundi**

Education : **B.S.c Degree in Computer Engineering**

Current Location : **Riyadh / Saudi Arabia**

Languages : **English , Arabic and Turkish**

**(Speaking, Reading and Writing)**

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Member of Jordan and Saudi Engineers Association

Objective : Several years of ICT deep experience in USA, UK, GCC countries including KSA top companies with high quota supported by my high skills , deep knowledge, and technical computer engineering background . I played different senior roles like Project Manager , Technical Manager, Presale and Sales, Business Development and Marketing Manager and finally General Manager .

**Seeking a senior position in ICT reputed company to share and exchange my knowledge and experience with professionals to contribute to their success and to add to my career history.**

# **Certificates and Awards**

1. SAP, Oracle , MicroSoft , ERP , HIS , PACS , DICOM and Cyper Security Software products , services and solutions.
2. High Availability , Disaster Recovery , Clustering , Cloud Computing SaaS, IaaS, Paas, DRaaS and High volume Storage Management.
3. IBM/FileNet ECM, eProcess and BPM Sales and PreSales Certified.

### Employment and Responsibilities

**1- Sales and BD Manager House of Expertises-Saudi Arabia**

**2011-Present**

**(HOE with more than 40 employees was established in 1995 with multi branches covering all KSA regions specialized in : ITC , ERP, CRM, BI, AI, RM, Cloud Computing, POS, KIOSK SelfService smart solutions, Data Centers, IoT, M2M, Mobile and Web base enabled Apps, CyperSecurity and Security Solutions, SCADA, Digital Marketing , eCommerce and Digital Transformation . SAP, Oracle and MS partners.**

* Specify responsibilities and skills for sales and marketing staff.
* Responsible , supervise and involved in ITC business projects goals, vision, direction and strategy.
* Participate in closing all major deals over achieving target P&L and sales quotas.
* Setting up budgets, targets, commission structure and bonuses for Sales and marketing department.
* Authorize purchases of ITC products for projects and for the company.
* Evaluate and specify products, brands and vendors.
* Create strategy for the ICT division.
* Determine, utilize needs and resources to run plans and activities.
* Develop Customers, Vendors, Distributers and Partners relationship.
* Find, Develop new markets and follow up plans to improve sales.
* Get approval and Compliance for products and Solutions to meet SASO.
* Responsible for RFP, Analyze bids, and prepare proposals.

**2- Sales Manager Arabic Computer Systems-Saudi Arabia**

**(**Arabic Computer Systems (ACS) with **more than 40 salesman** in several branches covering all Saudi Arabia regions , provides enterprise ITC products and solutions, Security, Digital Transformation services and solutions. Oracle, MS partner**).**

* Assist in selecting and interview sales and marketing.
* Setting up strategy, budgets, targets, commission structure and bonuses for Sales and marketing team to achieve quota.
* Develop, Evaluate and specify products, brands and vendors.
* Aligning Business strategy with ICT projects.
* Manage Customers, vendors, channels and partners relationship.
* Invest in after sales to grow business and guarantee customer satisfaction .
* Supervise setting plans and policies for ICT dept.
* Responsible for RFP, Analyze bids, and supervise proposals preparation.

**3- Sales and BD manager MOSECO-Saudi Arabia**

**2002-2010**

**(**MOSECO one of top ICT companies in KSA was established in 1970 with more than 900 employees in 6 branches covering all KSA regions, it provides ITC services and solutions ECM, ERP, BPM, POS , GPS tracking, Digital Marketing and eCommerce, KIOSK and Self Service AI solutions, IBM/FileNet , SAP, Oracle and MicroSoft partner.

**Won a PO of 250M SAR for an ITC project with MOH)**.

* Sales forecast plus Setting up budgets, targets, commission structure and bonuses for Sales and marketing staff.
* Evaluate and specify products, brands and vendors.
* Manage Customers, Distributers, Channels, and partners relationship.
* Find, Develop new markets and opportunities to promote sales.
* Promoting new Products and Services based on markets trends.
* Responsible for RFP, Analyze bids, and supervise proposals preparation.
* Hire and train Sales team and manage performance and achievements.
* Collate and offer feedback on the market and competitors.
* Study and monitor markets and develop business opportunities from new and existing segments.
* Build and grow relationship, partnering with other companies.

**4- PreSale and Technical Manager MOSECO–Saudi Arabia**

**2000-2002**

* Provide Technical support to other Depts.
* Market assesment and analysis.
* Follow up, teach and help customers , by demonstrating the proposed solutions to the targeted organization.
* Technical Approval for proposals.
* Determine needed resources and cost for projects.
* Provide configuration, installation and pre-sale support for solutions.
* Integrating Products to open system solutions.
* Develop, Introduce, Customize and Evaluate new Products.
* Monitoring Projects progress , delivery and acceptance according to standards.

**5- Channel Sales Manager Memcom International-UK**

**1998-2000**

**(Memcom International is a multi national company HQ based in UK , manufactures ITC and Imaging products, it has 50-60 employees).**

* Manage, develop and train channels, VARs and distributers to maintain and update an accurate and complete clients for Jordan, UAE , KSA and parts of UK.
* Plan and execute promotion campaigns to improve sales and open new markets.
* Help VARs to Integrate SW and other devices to our solutions.

# **Training Courses**

* 1. FileNet IS and CS Administration Ebla/Dubai
  2. FileNet Capture Admin and Support Ebla/Dubai
  3. FileNet IDM Desktop Admin Ebla/Dubai
  4. FileNet BPM and eProcess Design Ebla/Dubai
  5. FileNet Sales and PreSales Courses FileNet/USA
  6. SCO Unix OS AcerAltos/UK
  7. MS SQL Server Administration FileNet/USA
  8. Oracle Administration ANB/Saudi Arabia
  9. PMP Project management Professional Riyadh/Saudi Arabia
  10. Attended several Sales, Marketing courses and simenars given by our business partners like IBM/FileNet, MS, Oracle ….

## Skills and Knowledge

**Hardware**

1- IBM, HP, DellEMC, Dell servers , storage and PC’s.

1. Cisco and HP Networking products.
2. WiMAX and WiFi Wireless Communication.

#### Operating Systems

1. MS Win Server, Unix

#### DataBases

1. MS SQL and Oracle.

#### Programming Lanquages

1. PHP, JAVA, MS VisualBasic, Visual C++ and VB.Net.

#### Professional Skills

1. High presentation and demonstration, Self Motivated, Results Driven , Solution oriented, Good communication and negotiation, B2B, Build and motivate team, Listening, Ability to achieve high quota, KPI, Analytical Skills, Project Management, General Management, Sales Management, Business Development, Technical and business architect.

**Achievments , References and projects:**

1. Orcherstated deal closure of a mega IT project (250M SAR) with a large public sector ministry.
2. A wide range of system integration project that spans across services, software, hardware and operation and maintenance with large public sector entities in Saudi Arabia i.e MOI , MOH , MODA, MOFA, MOE, King Fahad medical City , King Fahad Hospital and many others in public and private sector.
3. Ministry of Education / Saudi Arabia.
4. Ministry of Interior GID PSD Traffic Department / Riyadh – Saudi Arabia.
5. Aramco, Sabic, Maaden / Saudi Arabia.
6. Royal Commission for Jubail and Yanbu / Yanbu – Saudi Arabia.
7. Islamic Development Bank /Jeddah – Saudi Arabia.
8. Royal Courts / Diwan Almalaki / Riyadh and Jeddah – Saudi Arabia.
9. Arab National Bank / Riyadh – Saudi Arabia.
10. Saudi Air Lines / Jeddah – Saudi Arabia.
11. As part of social responsibility I had lectured in technology trends related to ECM solutions in mutiple universities and IT society events.