



## CONTACT

**PHONE:** +971 55 163 6078

**EMAIL:** [maroun\\_eid@hotmail.com](mailto:maroun_eid@hotmail.com)

**WEB:** [linkedin.com/in/maroun-eid/](https://www.linkedin.com/in/maroun-eid/)

**HOME:** Dubai, UAE

## EDUCATION

### Master's in Computer & Telecommunications Engineering

Antonine University, Lebanon  
2009-2013

### Two years engineering preparatory

University of Sciences & Technologies  
USTL/Lille-1, France  
2007-2009

## SKILLS

- Performance Monitoring
- Network Performance Management
- Application Acceleration
- Cloud Acceleration
- WAN Optimization
- SD-WAN
- Cyber & Infrastructure Security
- Cloud Solutions
- Networking Solutions
- Datacenter Design and Solutions
- Solution Architecture
- Consulting
- Providing estimates
- Humble and honest team player
- Prioritizing & Multitasking
- Initiative
- Presentation and communication
- Very strong negotiating skills
- Problem-solving
- Creativity
- Flexible and adaptable to change
- Respect deadlines
- Management

# MAROUN EID

## TECHNICAL SALES CONSULTANT – SOLUTIONS ENGINEER

*A highly adaptable, quick to learn, capable Sales Manager ready for adjusting myself according to the different needs of company. I believe in hard work and always fulfil my responsibilities with a positive attitude and confidence over the skills and competencies which I have developed during my 9+ years of experience in the diverse industries and sectors. An individual with high exposure and in-depth knowledge of technical, sales, and support which could be utilized in the leading projects which have a meaningful effect on the bottom-line of the company.*

## WORK EXPERIENCE

### TECHNICAL SALES CONSULTANT

11/2019 - Present

Riverbed Technology / Dubai, UAE

- Active member of the Pre-Sales/Sales Engineers Team in META region
- Orchestrating Named Accounts in UAE, Kuwait, Bahrain, and Oman
- Own, manage, and develop the technical business relationships with the technology influencers/decision makers
- Heading the translation of the customer's desired business outcomes into technical architecture
- Planning & forging product proof of concept efforts
- Creating sample use-cases and analytic demos
- Carrying the user adoption across a variety of use cases
- Leading the technical delivery of all technical resources involved in delivering the customers' desired outcome

### PRE-SALES MANAGER

05/2019 – 10/2019

MDS UAE, part of Midis Group / Dubai, UAE

- Oversaw a team of Pre-Sales engineers and consultant
- Fostered vendors relationship and partners portals
- Orchestrated senior stakeholders at customer site
- Carried out workshops to showcase the capabilities of our technical offerings and solutions
- Crafted a go-to-market strategy/planning with the sales teams
- Facilitated new business by understanding the customer challenges and validate complex solutions
- Analyzed the RFP and preparing compliance documentation, solution documentation, POC, technical proposal, etc.

### SENIOR PRE-SALES CONSULTANT

05/2018 – 4/2019

IT Max Global / Dubai, UAE

- Fostered solutions for various platforms either on-premises or Cloud and Managed Services
- Crafted technical and commercial proposals involving multi-vendor technologies
- Facilitated IT Max Cloud Infrastructure
- Evaluated and collaborated with new vendors/technologies

### PRE-SALES UNIT MANAGER

05/2016-04/2018

TERA Systems / Riyadh – KSA

- Oversaw a team of 4 Pre-Sales engineers
- Crafted technical and commercial proposals involving multi-vendor technologies
- Supported account managers with closure of deals
- Boosted partnership level with vendors
- Attended vendor training and events

### SENIOR NETWORK AND SECURITY ENGINEER

01/2013-04/2016

Allied Computer Services – ALCS, Part of ITG Group / Beirut – Lebanon

- Acted as an active member of the Network and Security Solutions team
- Designed, developed, and evaluated infrastructure for various vendor platforms
- Forged presentations on latest technologies and products

## CERTIFICATIONS

- Riverbed - RCPE Professional Network Performance Management
- Riverbed - RCPE Professional WAN Optimization
- Riverbed - RCPE Professional Application Optimization
- Forcepoint Email Security Pre-Sales Engineer-Level 1
- Cisco APPDYNAMICS System Engineer SE Certified
- Cisco APPDYNAMICS Sales Certified
- Cisco Certified Network Associate (Routing and Switching) - CCNA
- Fortinet NSE4 - Fortinet Network Security Professional
- HP ASE - Accredited Systems Expert - FlexNetwork Integrator V1
- HP ASE - Accredited Systems Engineer - Network Infrastructure
- HP AIS - Accredited Integration Specialist - Network Infrastructure
- HP ATP - Accredited Technical Professional - FlexNetwork Solutions V3
- HP ATP - Accredited Technical Professional - Tipping Point Security V1