

# Sheikh Abdul Bari

## Sales Account Manager

### CONTACT Address

Al Gurair Building, Flat-208,  
Hor-Al-Anz Deira Dubai U.A.E

### Phone

+971 55 110 0542

### Email

baribe077@gmail.com

Visa Status: Employment

### EDUCATION

Bachelor's in engineering & Technology.

### EXPERIENCE

- VMware/Citrix/Nutanix
- Active Network Components
- Network Security
- Mimecast/Sophos/42 gears
- Home Automation/
- Heimdal Security/Mail store
- SMATV/IPTV

### PREVIOUS EXPERIENCE

- HSIA Antlabs
- Network & Wifi
- Structural Cabling
- Network Security
- Peplink Load Balancer
- PABX/VDS
- VDI Solutions.
- Virtual Solutions
- Compliance Solutions
- HRMS Solutions
- Support Solutions
- Compliance Support Solutions



## PROFESSIONAL SUMMARY

Sales Account Manager having good experience within project sales, solution planning for IT, Network Security and VDI Solutions. Provide consulting solution services with specific focus on developing and executing sales and marketing in IT. Skilled in establishing & nurturing strong rapport with key stakeholders/ channel partners/business drivers for the purpose of developing the business, thereby increasing profitability.



## EXPERIENCE

### Strong Roots Technologies LLC- Dubai Sales Account Manager

November 2020 -Till Present

- Responsible of Sales growth within ICT Infrastructure related projects business, Channel sales, project tendering by way of partnerships with other System integrators, and all manner of intermediaries to win the order.
- Driving Business growth, by way of direct market intelligence, engaging key local players, directly engaging IT Directors, IT heads / Business Heads across a broad spectrum of corporate accounts etc.
- Solutions portfolios includes Data & Wireless, software defined solutions, besides other IT infra solution categories, and turnkey project-based requirements.
- Focusing on strategic verticals – Government, Hospitality, Banking Serv, Financial services, Real Estate, Education, Telecom Service providers, besides others, both within Dubai, Abu Dhabi, and the Northern Emirates.
- Focus on project sales for IT Networking system, Network security, and worked on solutions for VMware/Citrix/Nutanix.
- Have closed several orders related to VMware/Nutanix/Veeam in the middle east. E.g, Bayyator Holding company KSA
- Helps secure new customers and appropriate partners, and manages and nurtures these relationships to grow sales, minimize conflict, and develop new revenue-
- Scans the UAE market for project opportunities using established relationships, electronic posting sites, company/government procurement web sites, etc.
- Have worked and closed many orders concerning to VMware, Citrix, 42gears. Few clients are MOPHA, Al Jaber Dubai, Premier Composite Technologies Dubai, Etisalat, Al Fahd security Systems LLC AUH, etc.

### Simpra International DMCC-Dubai Sales Consultant.

September 2019 -October 2020

- Was the primary sales resource for several major deployments of critical network solutions for the likes of – Adnoc, Rak Bank, Etisalat, Suha Hospitality, Abidos Hotel, Dubailand Hotel, Dusit d2 Kenz, Dusit Princess Marina, etc.
- Establishing and maintaining excellent relationship with potential and existing customers as well as to provide customer service to strengthen customer loyalty and market penetration.
- Generating New leads related to HSIA, Wireless solutions & other AMC's and Upgrade forecast for accounts and provide this information on regular basis to the in-line manager.
- Devising Marketing Plans to meet AMC target.
- Working with the presales team in preparing tenders, proposals & Quotation.
- Worked in preparing estimates/quotes for the client.
- Managing service and projects teams for existing and new projects

### Jaypee Infratech Limited. Field Engineer.

Feb 2016– August 2019

- Perform hydrologic analysis that included flood frequency analysis and rainfall- runoff modelling.
- Prepare floodplain and watershed studies.
- Looked after the inventory for the installation of different phases in the Power House.
- Prepare project reports.
- Prepared the drawing for the installation of the turbines.
- Work with a team of water resources engineers and CAD specialists.
- Installed Francis turbines with a team of experts.
- Supervise support staff, as necessary



## Computer Skills

- ANSYS/Edgecam
- Solid Edge
- MS OFFICE/MS Word/ MS EXCEL
- CATIA V5

## SOFT SKILLS

- Customer Satisfaction
- Customer Focused
- Analytical Thinking
- Problem Solving and Decision Making
- Problem Solving



## Projects Undertaken

- Have worked and closed the order for Aruba Wifi system for the Adnoc five labour Camps. It included the full sight survey, solution designing with testing & implementation.  
**2019**      **ADNOC AUH**      📍 Abu Dhabi
- **Bayyator holding company**  
**2020**      📍 KSA  
Have worked With the IT Head of the organization closed on several orders related to VMware & Nutanix.  
**UAE UNIVERSITY**  
**2020**      📍 Al Ain UAE
- Have Worked with the IT Head and closed the order for the medical software needed for the university in collaboration with the Eduday India.  
**Tech Group**  
**2021**      📍 Sharjah
- Have worked for Home Automation project for Sharjah waterfront under Tech Group. Conducting site survey with the presales team, preparing BOQ for 295 Villas, worked on its techno commercial proposal along with conducting mock test with the vendor Nundnet Entry-Exit Engineering along with its installation & testing.  
**Khan Saheb Investments, AL Jaber Dubai, Al Fahd Security Systems, Etisalat**  
**2020**      📍 Dubai      📍 AUH
- Have worked with the technical team for the opportunity concerning to VMware, Citrix & Nutanix for the above organization and closed the same
- Have worked with the team of senior engineers for the preparing report, Installation & Commission of Francis Turbine for Baglihar I & Baglihar II Water Project In J&K India (1800MW)  
**2016-2018**      📍 J&K      📍 India



## Achievements

- Have been Awarded by the VTU university for scoring 75 % In each semester.
- Awarded for Publishing two papers on the project in IEEE publications.
- Have been Awarded by the J& K state Govt for saving the life of two cancer patients during floods in 2014 by donating blood simultaneously.
- Have Been Awarded by The Ministry of Social Justice & Empowerment GOI By Auditing the building for a safer reach for disabled People in J&K by being the lead taker with the Swabiman Organization based in Orissa.
- Have been Awarded By J &K sports Council in the year 2016 By winning the Base Ball Competition final against Himachal
- Closed maximum orders of Antlabs AMC'S during First wave of Covid-19 with Simpra International DMCCC Dubai. Was Appreciated and Rebated for the same.

## Industrial Trainings

### Trainee in BHEL (Bharat Heavy Electricals Ltd.)

- ATI (Advanced Training Institute), Chennai, 3months
- BHEL Manufacturing Units, Hyderabad - 1 Month.
- BHEL Power Site Northern Region at Sainj, Kullu, Himachal Pradesh - 5 Months