

A S MOHAMMED ALI



CONTACT



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STRENGTHS

- Excellent Interpersonal & Analytical skills.
- Effective team player.
- Skillful in assimilating new concepts.
- Ability to meet deadlines & work under pressure.

SOFTWARE SKILLS

- MS-Office applications
- Auto Cad 2010 Google
- sketchup
- Latest versions of Windows OS

PERSONAL DETAILS

- Date of Birth: 1st July 1987
- Gender: Male
- Marital Status: Married
- Passport no.: Z3418508 (valid till 20/10/2025)
- UAE Driving License: Available (valid till 2/1/2022)

CAREER OBJECTIVE

To work in an organization providing promising carrier opportunity and innovative environment where my knowledge, skills and experience helps in organization growth.

ACADEMIC QUALIFICATIONS

First class Bachelor or Engineering in Electrical & Electronics

M.S.Ramaiah Institute of Technology, Bangalore

PROFESSIONAL EXPERIENCE

Redington Middle East LLC

MAR 2019 – Present

Senior Consultant (Feb 2019 – Present)

- Attend meetings with potential Clients to determine technical and business requirements and produce a viable solution
- Conduct POCs with partners on products for technical approvals & secure project
- Technical explanations with Product & Sales Management to feedback on current products and provide input around new product line
- Deliver training & technical presentations to internal and external team.
- Create solutions and provide product support to channel/enterprise partners and internal stakeholders.
- Optimize inventory control considering market demand, vendor supply chain, material availability & forecast

Tablix Technology LLC

FEB 2011 – DEC 2018

Pre-sales Manager (Dec 2017 – Dec 2018)

- Overlook & monitor Pre-sale team & ensure, every BOQ has attained requirement vs optimum-solution. Harvest & maintain equitable team to deliver competent proposals.
- Planning of Pre-sales strategies, positioning in contrast to the competitors and demonstration of business prospect.
- In order to reach company's target, improve team's efficiency and attain higher rates of opportunity to order ratio to reach company's target.
- Engagement with the customers and interpretation of their needs and derivation of advice for prospective products that are aligned with the customers' demands.
- Generate alternate proposals to perform value engineering to seal maximum number of deals.

Commercial Manager (Mar 2016 – Nov 2017)

- Generated Bid Management Process resulting in increased efficiency of Bid win ratio.
- Performing the Techno commercial comparison & validation for the received quotations from different suppliers & offering best solution to clients.
- Handle Bid / Tenders with multi Line of Business, valued upto AED 45 MM with targeted Gross Profit.Manage procurement team in performing day to day activities by optimizing procurement process.
- Source, select and negotiate with manufacturers/ suppliers / contractors for the best purchase package in terms of quality, pricing terms, deliveries and service.
- Managing requisitions from internal customers to ensure proper inventory management.
- Planning and budgeting of purchase functions, involving cost estimation, contract negotiations.
- Establishing SOPs for bidding, purchasing and inventory management.
- Sub-contractor / Supplier qualification and appointment to meet all project milestones.

Project Manager (Mar 2013 – Feb 2016)

- Focused teams on business objectives and tracked progress to ensure project milestones were completed on time, on budget and with the desired results.
- Mitigated risk factors through careful analysis of financial and statistical data. Anticipated and managed change effectively in rapidly evolving business environment.
- Defined processes and tools best suited to each project.
- Depending on project specifics and client goals, creating detailed project road maps, plans, schedules and work breakdown structures.
- Liaising and ensuring stake holders on project execution and close out.
- Coordinating with Planners, Trade Engineers and Supervisors in quantifying total material and labor requirements for the project.
- Liaising with local authorities and government entities on all required approvals & permits.
- Developing Method Statements for each activity in line with Project Specifications

PROFESSIONAL EXPERIENCE *(CONTINUED)*

Project Engineer (Feb 2011 – Feb 2013)

- Designing & Implementation of ELV system as per the system requirements
- Designing & execution for all ranges of CCTV system (Analog, IP & Hybrid). Design & installation of UPS systems for data centers.
- Erection of panel boards, low voltage distribution and internal wiring.
- Process submittals, shop drawings and getting approvals.
- Manpower & resource management while ensuring safety & quality protocol.
- Managing project deliverables in line with the project plan.
- Managing consultant/client requirements to be in mutual compliance.
- Recording and resolving project issues and escalating if required.
- Installation of SMATV, PAVA & BMS system as per the requirement.
- Troubleshooting of CCTV, ACS & Intrusion Alarm systems.
- Handling multiple projects simultaneously & strategically accomplish within the defined time/ budget.
- Generating new inquiries/ client contacts dealing with the domain of the company.

Astra Electricals

MAY 2010 – JAN 2011

Senior Electrical Engineer

Wireless Tata Tele Info Services Limited

MAR 2009 – APR 2010

Project Engineer

- Design and planning on electrical management and utilization, that includes requirement of cable, lighting options, required rating of DG, battery bank etc.
- Designing layout of earthing, lighting, grounding of Electrical Energy System.
- Study and Development of single line diagrams, Autocad & earthing diagram layouts.
- Planning of Protection schemes for transformers and Electrical Equipments.
- Commissioning of power management unit, diesel generator, smps, air-condition system, battery bank.
- Tendering of projects, documentation (commercial and technical) costing and estimation.
- Study and Development of single line diagrams, Autocad & earthing diagram layouts. Manage the
- Electrical equipment installations & Electrical acceptance inspection of BTS Site. Ensuring the
- arrangement of maintenance tools and safety PPE.
- Manpower scheduling for multiple sites.
- Documentation on technical specifications, training manuals & submittals.

TECHNICAL ATTAINMENT

- Aimetis Certified System Engineer.
- Axis Communication Academy Video Solutions Fundamentals.
- Milestone Advanced Certification in Milestone XProtect Enterprise 8.0 and Milestone XProtect Corporate 5.0.
- Proficient with Video Management Softwares like Milestone, Aimetis Symphony, Samsung SSM, Video Insight, Digifort, ONSSI.
- Trained on CCTV solution from Axis, Avigilon, Arecont vision, Samsung and Hikvision. Surveillance
- storage knowledge from products like, Pivot3, Dell, Netapp, Rasilient and NVRs. AV system
- acquaintance on Meeting room solution, Digital signage & PA solutions.
- Trained on ACS systems from Lenel, Paxton, Suprema, Securax.
- Expertise with barrier systems from Gunnebo, Came & BFT.

DESIGN / IMPLEMENTATION PROJECT REFERENCES

- Managed & successfully accomplished project of Automatic number plate recognition system for The Dubai Mall & Dubai Marina Mall.
- Accomplished IP CCTV projects for multiple levels of Burj Khalifa office Annex. Requirement of custom design & configuration was incorporated.
- Al Zahia community offices project implementation with IP CCTV, ACS & AV system. IPTV
- system execution for ADIA, Abu Dhabi.
- Matajer Malls IP CCTV system upgradation & centralized monitoring.
- Managed ANPR system design & installation to hotel chain consisting of HolidayInn, Movenpick & Premier Inn across Dubai.
- Deployed IP CCTV system & ANPR system across hotels like Kempenski, Le Meridian & Westin.
- Design & Implementation of PCS & ANPR system at Time square center.
- Design, implementation & configuration of Axis IP CCTV system for Bahrain City Centre, Bahrain. It consists of 819 cameras with failover server allowance.

DESIGN / IMPLEMENTATION PROJECT REFERENCES *(CONTINUED)*

- Design & execution of ACS & Hybrid CCTV system for Rigga Business center, Dubai.
- Design & implementation of Automatic number plate recognition system for Mirdif city centre.
- Design & deployment of Samsung IP CCTV at Al DiarSawa Hotel Apartments.
- Implementation of Axis IP CCTV at Strands Hotel Apartments. Abu Dhabi.
- Planned & executed Data center setup at Etihad towers, Abu Dhabi for the server & PABX rooms.
- Electrical design & implementation of 80KVA UPS at Etihad towers, Abu Dhabi for Jumeirah group.
- Design & implementation of Analog CCTV system at United book Store, Abu Dhabi; Consisting of 98 cameras.
- Installation of Access control system at Takaful Emarat, Dubai & Abu Dhabi offices; Utilized for office access and time-attendance management.
- Implementation of Analog CCTV system at Al Dafrah School, Musaffah.
- Implementation of Axis IP CCTV system at Al-Fahim warehouse, Musaffah.
- Design & implementation of Axis IP CCTV system at Meena Center Mal, Abu Dhabi. Virtual server technology was utilized for the first time by Tablix.
- Design & implementation of Samsung IP CCTV at Cristal Salam Hotel Apartments, Abu Dhabi.
- Design & implementation of Kerisys ACS system at Boby brown store, Riyadh.
- Implementation of Suprema ACS system for Devji jewellery stores across UAE & Bahrain.
- Design & implementation of Bosch Intrusion alarm system at Ford & Lincoln showroom, Sharjah.
- Design & implementation of Paradox Intrusion alarm system at Jarir Book Store, Abu Dhabi.

BID ACCOMPLISHMENTS

- Winning various IP CCTV projects consisting from 100 till 3000+ cameras with values reaching upto AED 25MM.
- Successful bidding & winning of an ACS system upgradation project valued AED 45MM.
- Winning various ACS projects consisting of 15 till 500+ readers with values reaching upto AED 25MM.
- Bid & win upon AV System project valued 30MM for one of the esteemed clienteles in GCC.
- Successful winning of BMS upgradation projects for various Hotels.
- Bidding & winning of Surveillance cabin project for one the well know property in Dubai. Achieved a
- substantial growth in bid to win ratio from 10:2 to 10:5 over a span of 10 months.