



Himayoon Qadri

Contact

Phone

+971 50 971 2539

Email

qadri.humayun@gmail.com

Address

Dubai

UAE Driving License Holder

Education

B-Tech

2010-2014

New Delhi-India

M-Tech

2014-2016

India

Skills

- Sales Strategy Implementation
- Customer Prospecting & Retention
- Strong Analytical and Problem-Solving Skills
- System Integration
- Building Rapport
- progressive follow-up

Language

English

Hindi

Urdu

Professional Summary:

Dynamic and results-oriented System Integration Consultant with a strong background in sales and business development. Proven track record of driving revenue growth through strategic client acquisition and the successful implementation of system integration solutions. Seeking a challenging role to leverage my expertise in both technology and sales to contribute to a forward-thinking organization. With 8 Years of experience in designing and implementing integrated systems. Proven ability to analyse complex business requirements and deliver innovative solutions to enhance operational efficiency.

AI Technology Expertise: Possess a deep appreciation for AI technology and the ability to translate complex concepts into tangible benefits for clients.

Strategic Relationship Building: Proven ability to foster impactful connections by tailoring solutions that drive value for clients.

Market Targeting: Adept at identifying and targeting potential clients within the SME market, Academic Institutions, Corporate Offices, Government Offices, leveraging a strong understanding of IT services and solutions.

Sales Excellence: Expertise in conducting impactful sales presentations, building and nurturing client relationships, and consistently exceeding sales targets.

Industry Passion: Passionate about technology, committed to staying at the forefront of AI advancements, GPU Innovation and dedicated to contributing to the growth of an organization.

Strategic Vision: Recognized for a strategic mindset that enables the identification and pursuit of growth opportunities aligned with organizational objectives.

Client Relationship Management: Adept at building and nurturing key client relationships, fostering loyalty, and driving repeat business.

Market Research and Analysis: Extensive experience in market research and competitive analysis, ensuring a deep understanding of market dynamics and trends.

Innovative Solutions: Proficient in crafting innovative solutions that not only meet but exceed client expectations, contributing to overall business success.

Collaborative Leadership: Thrive in dynamic, fast-paced environments, dedicated to driving business success through innovative strategies and fostering collaboration across teams.

Experience:

I am a seasoned business development lead with extensive experience in sales, business development, and system integration in the technology sector. Based in Dubai, UAE, I have a proven track record of driving revenue growth, particularly in High-Performance Computing (HPC), Artificial Intelligence (AI) solutions, and GPU-powered systems. Currently, at Solidus AI Tech, I serve as the Sales Manager for Cloud/GPU Compute Power within our GPU Marketplace.

Successfully led sales and marketing initiatives at Orynx & Neural Technologies, where I managed the sales of data center products, including servers, storage solutions, and networking equipment. With a deep understanding of AI technology, my strategic relationship-building skills have enabled me to forge impactful client connections, driving significant growth.

With a strong engineering background (B-Tech and M-Tech), I excel at creating innovative solutions that consistently meet and exceed client expectations. My expertise in market research, strategic vision, and collaborative leadership has consistently led to the achievement and surpassing of sales targets. Before my current role, I played a crucial role in system integration and sales at Magicbyte IT Solutions and IBM.

I am passionate about staying at the forefront of AI advancements and GPU innovation, always seeking opportunities to leverage my skills and knowledge to contribute to organizational growth.

ORYNX/AITECH Oct 2024-Present

AI Quoz Dubai- UAE

HPC Sales Manager

Providing solutions powered by GPUs for High-Performance Computing (HPC) Workstations, Artificial Intelligence (AI) Solutions, HPC Infrastructure, GPU.

Managed Pre-sales of data centre products, including servers, storage solutions, and networking equipment.

- Identify potential new customers or partnerships and establish connections to drive business growth.
- Develop and implement sales strategies to meet revenue and growth targets.
- Identify key markets and customer segments (such as data centers, AI labs, or gaming companies) to expand the reach of GPU solutions.

- Maintain a close relationship with key accounts, ensuring they receive personalized support.
- Build and maintain strong relationships with existing clients and partners, offering tailored solutions based on their unique needs.
- Attend industry events, conferences, and networking sessions to create and foster new business relationships.

Neural Technology | 2022-Sep 2024

Sheikh Zayed Road-Latifa Tower-Dubai- UAE

Sr. Business Development & Marketing Executive

- Presentation of the Neural solutions portfolio to various local and international clients.
- Successfully designed HPC systems built with GPUs to a diverse range of clients, including research institutions, tech startups, and large corporations.
- Conducted comprehensive product demonstrations and presentations to prospective clients, highlighting the benefits and applications of AI tools and HPC systems.
- Collaborated with technical teams to ensure seamless implementation of system integration projects, meeting or exceeding client expectations.
- Cold Calling, F2F meetings with clients and potential clients.
- Creating Sales pipe-line and funnel building with proper expected closure date for qualified leads with coordination of sales team.
- Preparation and submission of commercial proposals to customers.
- BDE activities by visiting customers directly and follow-up with those leads.
- Submission of invoices and payment collections from customers.

O Magicbyte IT Solutions | March 2017 - Jan 2022

India

Account Manager

- Working with key stakeholders to define requirements and delivery milestones.
- Direct management of Solution Architects and matrix management of 5 sub-teams. Managing RFI and RFP processes for 17 external vendors including requirements creation. Project planning and tracking including creating key milestones and performance indicators.
- Organizing and leading workshops to reach decisions on cloud vs on-premises delivery options and other key technical issues.
- Financial management including budgeting, forecasting and obtaining funding from sponsors.
- Management of third-party vendors, contractors and suppliers across the project. Supporting integration activities via the creating and delivery of technical documentation for thin client devices.
- Providing high level project reports to stakeholders, working group, executive committee and PMO up to board level.
- Delivering objectives to strict budgets, deadlines and service level agreements.

○ IBM January 2016 | Feb 2017

India

Business Development Executive

- Provided Tier 1 and Tier 2 technical support for OS/Router/Modem, resolving 100% of issues on the first contact.
- Establish and meet quarterly enterprise client objectives through marketing and upselling initiatives, adding 1 enterprise client to portfolio per quarter, bringing total from 0 to 3
Cultivate prosperous client relationships by supporting new clients from onboarding through meetings with operations team and software integration.
- Track all opportunities within our CRM systems and ensure that all the data points are accurate and updated on a timely basis.
- Identify potential sales opportunities within various industries and vertical that may benefit from our enterprise-level products.
- Diagnosed and troubleshoot hardware, software, and network issues for customers via phone, email, and chat.
- Collaborated with the technical team to escalate and resolve complex issues, contributing in the improvement in team resolution times.
- Maintained detailed records of customer interactions, issues, and resolutions in the CRM system, ensuring a comprehensive knowledge base.

○ **Personal Information:**

- Father's Name : Syed Yasin Qadri
- Marital Status : Single
- Permanent Address : India
- Current Address : Dubai - UAE