

**Curriculum Vita**

**Name : Walid J. Abu Aqel**

**Material Status : Married**

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**Educational Qualification: B.Sc. (Honors Degree)**

**Computer Technology (Engineering)**

**From: England/UK, Graduated in 1981**

**Current Status:**

**Private Consultant**

**I provide consultancy services in the following fields:**

* **Information Technology (IT) Solutions and Services (h/w and s/w)**
* **Smart Technology and systems Services**
* **Security systems & Services (CCTV, Access Control systems, Biometric Systems, Barrier Systems, Al arm management systems, Etc.)**

**Objective:**

Looking to secure a challenging new role where my skills, knowledge and previous experience can be applied.

**Skills and Knowledge**

* **High quality Management skills**
* **IT and Smart Technology expert**
* **Fluent English / Arabic**
* **Accounting and Finance knowledge**
* **Project Management**
* **Excellent Negotiation skills**

**Other Skills**

**-** Firm but Fair.

- Self-motivated.

- Excellent reporting skills to higher management.

- Excellent in time management.

- Hard working, work very long hours and under pressure.

- Keen on quality services.

- Keen on customer satisfaction.

- Excellent relationship with employer and employees.

- Very prompt.

- Excellent relationship with customers and venders.

- Excellent communication skills.

**WORK EXPERIENCE:**

* 36 years’ experience in running sales/ and management operations.
* Over 25 years´ experience in IBM products and services
* Strong sales track record in the assigned industry space to the Large Enterprise segment
* Extensive sales experience, a collaborative management style and disposition and capability to work in a networked organization with a strong culture of virtual working teams, and evidence of delivering results through building effective relationships across the region
* Familiarity and in-depth knowledge of the software and hardware market of the assigned solution in the assigned market units (competition, customers and partners)
* Proven track record in capturing market share, and growing a profitable sales business in the assigned solution area
* Extensive sales experience, a collaborative style and ability to work in a networked organization with virtual teams
* Proven track record of capturing and growing customer and market share in a profitable manner

**Some of the technologies I have excellent experience in:**

- Hardware products (IBM, HP, SUN & BULL)

- Active and passive network infrastructure

- All types of printer’s small medium and large, and printing solutions e.g., ID card printing and passport printing.

- Document management, Content Management, Project Management and work flow systems.

- Call centers & PABX

- Interactive systems

- Back office software solutions

- ATM machine

- Storage Systems and Library Systems

- Clustering solutions

- SAN and NAS solutions

- Home and Office Automation (STB’s, Video in Demand servers, Cable TV)

- Audio and Video systems and Video Conferencing

- Security Systems (CCTV, Access Control, Time attendance, Speed gates, Biometric products and systems, etc.).

- Project Management.

- SAP/ Oracle/ and other ERP Solutions Offering.

**Work Experience:**

**1** From Jan 2015 - to 31st Dec. 2015,

**Company: Greenland International IT Solutions Co. - Qatar**

**Title:**  **General Manager**

**Brief Description of the type work:**

I have joined this company to help establish its new operations in Qatar to offer SAP Software Solutions and other infrastructure solutions and services including security solutions.

**2** From July 2004 - to 31st Dec. 2014,

**Company: Smart Systems Co. - Qatar**

**Title:**  **General Manager**

**Brief Description of the type work:**

This company was established in 2004 to serve the local market in with smart technologies.

We were one of the leading providers for the following systems:

- Access control/ Time Attendance system

- CCTV solutions

- Audio/ Video system

- Speed gates and Barrier system

- Home and office automation

- Computer infrastructure and networks.

- Special software solutions

**3** From Dec. 1995 - to 30th June. 2004,

**Company: Almana Computer Services Co. (ACS) - Qatar**

**Title:**  **General Manager**

**Brief Description of the type work:**

Managing the company’s total operations and the different departments.

Made significant changes to the company and to its total revenue and net profit.

Over achieved targets.

Achieved lots of awards from IBM, Lotus, Novel, Cisco ad other Vendors.

In year 2000 I was appointed **General Manager** of another company of Almana Group of Companies called **MANTEL** (a Telecommunication company) due to my success in ACS. This appointment was in addition to my role as the General Manager of ACS.

**Major Projects:**

**1- Ritz Carlton Hotel Doha project:**

Complete Infrastructure, data and voice network infrastructure, Interactive TV system, video on demand using STB’s, Internet system for the entire hotel and all the 374 rooms.

MATV system and Satellite system.

**2- Residence of the Head of states for the Islamic conference:**

Complete MATV and Satellite system with a complete network.

**4** From 1993 - to Dec. 1995,

**Company: General Computers and Electronics Co. (GEC) - Jordan**

**Title:**  **IBM Manager**

**Brief Description of the type work:**

I joined GCE to manage the IBM division and to improve the sales of the IBM brand in Jordan; I have worked in GCE for two years and had a very successful two years and achieved much more than was expected by the owners, I have won the biggest single deal worth US$ 1 million, in the history of the company from a customer who never purchased a single item from this company before.

**5** From 1991 - to 1993,

**Company**: **Ideal Business Solutions (IBS) - Jordan**

**Title:**  **General Manager**

**Brief Description of the type work:**

I established this company with some partners who were interested in being my partner in a computer company. We have had two very good years and established a good customer base during this period. I had managed to establish very good relationships and good contacts.

Unfortunately the partners and I had some differences and I decided to sell out and leave this company.

**6** From 1990 - to 1991,

**Company: Al Ghanim Computer Services - Jordan**

**Title:**  **General Manager**

**Brief Description of the type work:**

I was approached by the owner of this company who wanted to establish a new computer company to serve the local market based on my experience of having an excellent record in my previous appointments in Kuwait; I was offered this job and this new challenge.

**7** From 1985 - to 1990,

**Company: Bader Al Mulla & Brothers Co. (CSSD) - Kuwait**

**Title:**  **General Manager**

**Brief Description of the type work:**

Bader Almulla & Brothers Co. is one of the biggest groups of companies in Kuwait, which had different companies/divisions making up the whole group. Each company/division had a manager and every few divisions made a group, which was headed by a Group Director.

When I joined this company, the total number of employees at this company were 5 and they were dealing with **IBM pc’s**, by 1990 the company had a total of 24 employees and in 1998 we were chosen by BULL the French company to be their business partner in Kuwait and our company was chosen from several big companies in Kuwait to be the BULL business partner.

Unfortunately in the summer of 1990 and due to the invasion of Kuwait, I was out for my annual vacation and could not go back, Kuwait was invaded by Iraq and it was impossible to go back to Kuwait and I went back to Jordan.

**8** From 1983 - to 1985,

**Company: Commerce &Technology (COTECO) - Kuwait**

**Title:**  **Maintenance & Customer Support** **Manager**

**Brief Description of the type work:**

I have joined this company as the maintenance and customer support manager and had the responsibility to manage this department with its 6 engineers and to give the best support to our customers.

All departments in this company were profit centers and one of my responsibilities is to achieve the targets from the maintenance and support contracts with the customers and to keep the customers satisfied. I have an excellent record of achieving the goals set for me.

**10** From 1981 - to 1983,

**Company: Kuwait Computer Services Center (KCSC) - Kuwait**

**Title:**  **Computer Engineer**

**Brief Description of the type work:**

This company was one the oldest computer companies in Kuwait and I joined this company as a computer engineer and was responsible for the maintenance and technical support for the computers this company used to sell to the local market.

This company was the agent for US based Computer Company and was manufacturing a computer called Super Brain and Compustar; I went to the United States to this company for technical training on these computers.

Since I was the first engineer at this company, I have made technical manuals to help out the other engineers in trouble shooting and making the proper diagnoses of the technical problems in these computers.

**11** From 1979 - to 1980,

**Company: Nuclear Enterprises (Reading – UK)**

**Title:**  **Electronic Engineer**

**Brief Description of the type work:**

I have worked in the this company for a period of 13 months as part of my Degree requirements, since we had to go through industrial training for a period of 12 months as part of our sandwich course at the university and we had to get a very good report from our employer in order to be accepted for the 4th and final year of University.

In this company, I have worked on radiation detectors and my main job was to test the final products and to fix all the technical defects on these products prior for being finally accepted for delivery to customers.

I have had a very good technical experience that helped me a lot in my future career.

**Achievements and Awards**

* **Achieved the Best IBM Business Partner in the region in 2002**
* **Attended a lot of training course in several fields, like management, sales and marketing, accounting for non-accounting manager, and a lot of technical courses.**
* **Gained several accreditations letters from venders like Microsoft, Oracle, Cisco, 3M, Brother, and IBM**

**References:**

Will be provided upon request.