

Mustafa Abdelwahed

Consultant Engineer

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SUMMARY

Current Positions & Shares

- | | | |
|-----------------------------------|--------------------|--------------------|
| 1. G.TECH Co. | CEO & Board Member | since 1 Nov. 1999 |
| 2. BNAN Co. | President & CEO | since 11 Feb. 2013 |
| 3. MBM industrial and trading Co. | Board member | since 5 Nov. 2017 |
| 4. Elite Food Co. | Board member | since 5 Nov. 2017 |

Highly accomplished Consultant Engineer with an outstanding 30 -years track record enabling System Integrators

Passionate technology enthusiast with deep background in Smart Control Rooms , collaboration technology, video conferencing, high tech, healthcare & education technology

Business Management, Project Management PM ,Strategic Sales, Developing Tactics, driving new business, cultivating customer advocates and exceeding business revenue goals.

Mustafa holds Consultant Engineer degree from Saudi Consultants of Engineers in the KSA 2011, and Bachelor's degree of Communication Engineering 1992 from Faculty of Engineer Cairo - Egypt

Core Competencies

Consultation , Business Development, Channel Development, Services & project Management
Sales Management, Contract Negotiation, business administration People Management .

Industry:

ICT Turn Key Solutions , Media Centers , Control Rooms , Data Centers , Unified Communications, VOIP, Contact Centers ,Video Conferencing / Telepresence,
Healthcare/Telemedicine, Education/Distance Learning, and AV technologies .

Reach out to me for: networking, consultation, and opportunities.

As my CV demonstrates, I have successfully designed , selling and managed Global projects .

AREAS OF EXPERTISE

Executive Management

G.TECH at 1999 as ICT System Integrator in Saudi Arabia, provider of professional ICT solutions, G.TECH has gained the reputation from exceeding our client's expectations. With our combined technology experience including; Consultation, Project Management, Project Implementation, Quality Products and Services

I am responsible for the day to day operation, all divisions reported to me, I have full profit or loss responsibility I have strong relationship with vendors, Strategic Customers and internal operation.

TECHNICAL SKILLS and SPECIFIC EXPERTISE

- ICT Consultation and professional service.
- Project Management and Project Coordination
- Networking Technologies & Management
- Strategic Planning – Strategic intent, Roadmap Development and Market Analysis
- Operation Analyses in enterprise structure
- Business Process Management.
- Business and IT Systems Analysis including requirements definition

Value Offered

- Business drivers and technology alignment.
- New business pipelines.
- Vendor relationships business development.
- Contract negotiations
- Infrastructure proposals
- Profit maximization.
- Technology and business solutions
- Tender proposal and contract development
- Marketing analysis and campaigns.
- IT projects design and implementation.
- Security systems design and implementation.(Time attendance, Access system, IP Cameras).

PROFESSIONAL EXPERIENCE**G.TECH Co. Ltd**, Riyadh, KSA

Oct. 1999 – Present

CEO - Executive Manager

G.TECH is established in 1999, is a leading Information Technology company in Saudi Arabia, head office in Riyadh, provider of professional IT integrated solutions, security solutions, scientific solutions, eLearning and Consultation solutions.

More Than 20 Years of achievement with G.TECH, Managing the following Project as an Examples

- **MOFA H.O. and 78 worldwide embassies ICT for MOFA**

Completed 78 worldwide embassies for MOFA Network infrastructure and Communication System design, supply and Implementation (Hybrid communication System support IP, Digital, Analog and Wireless Phones).

- **MOFA Worldwide Security Implementation for all Sites .**

Completed MOFA Project for the Security Infrastructure design and supply For MOFA HO and all embassies worldwide including Firewall/VPN/AV/WF and IDP to secure the embassy network.

- **Tele Presence / Video Conference System for Royal Saudi Air Force**

Video Conference Solution For Royal Saudi Air Force (RSAF).

Cover All RSAF with videoconference & Audio Conference System

Scientific Solutions (Simulators, Measurement Instruments, calibration.... Etc.

- **ICT System for General Directorate of health affair GDHA**

Consultation

Data Center / Communication System

Infrastructures and network

Computing and printing Solution

Security

- **Aviation Australia Academy**

Consultation

Data Center / Communication System

Infrastructures and network

Computing and printing Solution

Security

Office Automation , Cairo, Egypt

Jan. 1996 – Sep. 1999

Government Sector Manager**I was responsible for all government Sectors RFPs and Tenders**

- Searching for new clients who could benefit from your products.
- Travelling to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations
- Negotiating tender and contract terms
- Negotiating and closing sales by agreeing terms and conditions
- Offering after-sales support services
- Administering client accounts
- Analyzing costs and sales
- Preparing reports for GM
- Meeting regular sales targets
- Recording and maintaining client contact data
- Coordinating sales projects
- Supporting marketing by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product will meet client needs
- Providing pre-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts
- Solving client problems
- Helping in the design of custom-made products
- Providing training and producing support material for the sales team

Computek , Cairo, Egypt

Jan 1995 – Dec. 1995

Measurements instruments and Calibration solutions Engineer

Calibration and measurements instruments solutions Engineer selling the following :

- Scientific solutions
- Measurement instrument
- Calibration
- Integrated circuit design and manufacturing
- Simulators

ADF , Cairo, Egypt

Oct .1992 – April . 1995

Air – Defense Force Officer - Engineer

- Professional service and assembly for special Air Defense force Military equipment.

EDUCATION

B.Sc. Communication Engineering, Zagazig University 1992.

Annex: Forums, Professional Seminars & Courses Attended

- HP ISS products and Solutions
- HP Enterprise Storage Solution
- Planning and Designing of HP Solutions
- HP Solutions Academy
- PMP
- Converged Voice
- Avocent Enterprise solutions
- Data and secure mobility
- Nortel SMB Solutions
- Nortel Business Communication Manager
- Philips Pixel Plus Training
- Microsoft License Specialist
- Dell Storage Solutions

Project Management Courses

- 1) Project Planning Techniques Course (24 Hours)
- 2) PMP Course (36 Hours)
- 3) Business Finance Course (24 Hours)
- 4) HR Planning Course (24 Hours)
- 5) The People Manager Coaches for Excellence Course (16 Hours)
- 6) The People Manager Builds High Performance Teams Course (16 H)
- 7) The People Manager Plans and Appraises Performance Course (16 H)
- 8) Understanding Different People Styles at Work. (4 Hours)
- 9) Team Building Course (4 Hours)

Business Management Courses:

- 1) Strategic Management Course (24 Hours)

Sales and Marketing Courses:

- 1) Marketing Planning Course (24 Hours)
- 1) Brand Management Course (24 Hours)
- 2) Integrated Marketing Communications Course (24 Hours)
- 3) Strategic Sales Planning Course (24 Hours)
- 4) Developing Sales Tactics Course (24 Hours)

Memberships

- Egyptian Engineering A. EEA Egypt & Riyadh
- Saudi Council Of Engineering
- Saudi ABPMP
- Arab investor forum AIF
- Expert- Exchange

ICT and AV events and Exhibitions

- CeBIT Germany Hannover
- GITEX Dubai
- InfoComm Dubai
- Computex Taipei
- Canton Fair China
- CeBIT China
- Musiad Turkey
- GITEX Saudi Arabia
- ISE Amsterdam
- Education Technology Dubai
- BPM Riyadh
- HP Germany
- Collaboration Summit Barcelona Spain
- Document Management Systems Monaco
- HP Printing Solution Beirut

PERSONAL DETAILS

Nationality : Egyptian
Date of Birth : 03\03\1969
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Languages : English, Arabic
Marital status : Married.
License : KSA- Egypt - Turkey Driving License