

## Profile of a Senior IT/Telecom Professional



MM Ali  
+97150 410 9185

Mohammed Mubbasher Ali

( : +97150 4109185

/ : a l i @ m m a l i . c o m



## PROFILE:

A self-motivated Senior Telecom Manager with wide experience, cross- functional skills, and a track record in leading teams for corporate success.

## CAREER OBJECTIVE:

A leadership role in a progressive organization requiring demonstrated performance and leadership role in a challenging new environment within IT industry.

## PERSONAL ATTRIBUTES:

Intense Customer Focus	Sets High Standards	Enthusiastic
Creative & Innovative.	Forward looking	Always learning
Strong work ethic	Practical organizer	Embrace & facilitate Change
Strong analytical skills		
Committed to Continuous Improvement		

## CAREER SYNOPSIS:

Diverse experience in business management, large projects, computing and accounting. Skilled project management. Customer Liaison. Management of Data. Extensive experience with developing & presenting proposals, managing the delivery of technical solutions, assessing client requirement and managing project resources.

## EXPERIENCE : 25 + Yr.

Maxtronix	Hyderabad India	Mktg. Manager	Jan 1979-Dec 1983
Maxtronix	Hyderabad India	Ops Manager	Jan 1983 – June 1993
Emirates Airlines	Dubai, UAE	I.T. Tech Off	July 1993 – May 2002
Zubair Telecom	Muscat, Oman	Divisional Manager	Aug 2002 – Aug 2004
Danimex	Dubai, UAE	Project Manager	Sep 2004 – Mar 2005
Rohde & Schwarz	Abu Dhabi, UAE	Proj Manager TETRA	April 2005 till date

## EDUCATION:

B E Electronics & Communications

M. Tech

M B A (Mktg.)

M C S E

C C N A

## Major Accomplishments:

- **Data Radio:** Involved from concept through various stages i.e., market research, technology study, actual demos at the Airport, preparing a techno-commercial document for approval by the Management, with the recommended solution. This is for asset management and resource management.
- **Al Maha Resort:** Project managed the implementation of a high-speed data network (WAN) for an eco-tourism site, in the middle of the desert, located 8 KMs away from the main population. This involved the site-survey, liaison with various contractors, various teams from Etisalat, Main Contractor for the project, internal teams. Complete turnkey solution involving hardware and software.
- **Corporate WAN:** implemented extending the corporate LAN to link 27 sites within UAE. Complete turnkey solution involving hardware and software..
- **Queuing System:** Involved from concept through various stages i.e., market research, technology study, actual demos at the Airport, preparing a techno-commercial document for approval by the Management, with the recommended solution.
- **Winning a contract** for a first-ever country-wide data-communications link for a large defence organization in India, against global competition. This has been working without any downtime ever-since its commissioning in 1986.
- Implemented the upgrade from conventional radio system to Trunk Radio System for Emirates Airlines at Dubai International Airport.
- Researched and evolved the Motorola Radio for MPT 1327 operation in conjunction with Motorola at UK. Evolved a training program for all users (Emirates and DNATA) of the at the Airport in Dubai which resulted in:
  - Increased in traffic by 20%
  - Reduced complaints by 30%
  - Reduced breakdown by 10% to achieve improved operating efficiency.
- Researched thoroughly the problems of voice and data communication at various locations (where Emirates Airlines flies) and made techno-commercial recommendations for improvement. These were approved in toto by the management.
- Standardized equipment and procedures relating to the voice and data communication at various locations. These were approved in toto by the management.

### Maxtronix: (Operations Manager) 1983 - 1993

- Independently handled all aspects of the company' Operational Management -
- Personnel, Material & Financial, Tendering process, etc. Participation in Trade Fairs and other promotional activities.
- Detailed survey, study and actual tests for determining the technical feasibility and financial viability of the proposed
- Radio links in the Short and Long Range including Satellite for voice, DATA, SCADA, telemetry, etc.
- DATA Communications link utilizing the existing telephone lines, (dial- up or leased) MODEMS, LINE DRIVERS, MULTIPLEXERS, Etc.
- Office automation/telecommunication, vis-à-vis the availability of resources.
- Techno-commercial Evaluation of equipment, with proven capability for operation under demanding environment.
- Obtaining the requisite Licenses from various Ministries, State & Central Govt Departments, for Establishing, Operating & Maintaining the link.
- Liaison with Suppliers (Overseas & Indian) for speedy delivery, pre-dispatch inspection (where ever applicable). Providing maintenance for trouble free operation 24 hours a day 365 days a year.
- **Specialization:** Turnkey solutions in data, voice communication and office automation projects.

### Emirates Airlines: (IT Tech officer) June 1993 – Dec 2001

My responsibilities include: (But not limited to)

- Plan and optimize data and voice Network topologies and technologies, in order to facilitate use of the best technology to be competitive.
- Devise and implement appropriate operational/maintenance procedures in liaison with Suppliers and Maintenance Contractors to have optimum uptake of Telecommunications services.
- Carry out performance and capacity planning on existing IT networks to optimize service to business units.
- Plan, evaluate and research modern technologies for use within the entire Emirates Airlines network to improve productivity and reduce costs.
- Liaison with DNATA & Emirates, Department of Civil Aviation, IT, Telecommunication vendors in order to ensure availability of equipment and services required on both day-to-day and for long term projects.
- Resolve escalated technical problems arising from the various services affecting Company business at all locations.
- Recommend to Senior Management within the company (various User Departments) Vendors, Consultants etc. strategies for corporate communication needs.
- Projects completed successfully: Design, integrate, test, and install
  - Implementation of Trunk Radio System at the Dubai Airport.
  - Access Control
  - Automatic Call Distribution

## Zubair Telecommunication & Services LLC, Oman

**Divisional Manager – Enterprise Communication** Aug 02 – Sept 04

- Responsible for the Enterprise Communication Division handling Voice, Data & Video solutions to Large, Medium & Small Enterprises in Oman, Yemen.
- 
- Succeeded in the maiden entry of Zubair Telecom in UAE market with help of principals for products/services for Telecom Service Provider segment.

## Rohde & Schwarz

**Project Manager**

- Ensuring contract conditions are met 100%
  - Technical Specifications
  - Operational Parameters
  - Administrative Parameters
  - Coverage Patterns
  - User Training
- Ensuring Co-ordination for the implementation of the project with
  - Client's Project Team
  - Line Managers of various departments/depots
  - Main/Sub-Contractors
- Ensuring regular updating of
  - Site Manuals, SAT/FAT Documents
  - Finances are kept within budget
  - Various In-house departments

## TRAINING:

1. TETRA – Basic, Operator & Component Replacement
2. Personnel Management
3. Material Management
4. Entrepreneurship
5. Use of Microsoft Software - Office.
6. Specialized Trunk Radio Training.
7. Modules of Supervisory Management Diploma, UK
8. Oracle

## AWARDS:

- |  |      |
|--|------|
| 1. Best Invention Award                | 1987 |
| All India Manufacturers' Organization  |      |
| 2. Import Substitution Award           | 1987 |
| Industrial Exhibition Society of India |      |
| 3. Import Substitution Award           | 1988 |
| Industrial Exhibition Society of India |      |
| 4. Bright Ideas Award                  | 1998 |
| Emirates Airlines - Dubai              |      |
| 5. Most successful Small Project       | 1999 |
| Emirates Airlines - Dubai              |      |
| 6. Best Recovery or Avoidance Event    | 2000 |
| Emirates Airlines - Dubai              |      |

## MEMBERSHIPS:

Several National & International Professional Organizations.

## OTHER INFORMATION:

- ü Result-oriented professional with project management experience in start-up, expansion and diversification.
- ü More than 20 years of well-qualified executive experienced in directing and managing telecom projects and customer service operations within the highly competitive, market driven telecommunications industry.
- ü Excellent executive presentation and negotiation skills have good command over English. Can correspond and Liaise with various personnel involved in large Telecommunications Automation projects.
- ü Well developed problem solving and organizational skill.
- ü A leading magazine in India ELECTRONICS FOR YOU carried my article on giving that particular month ARTICLE OF THE MONTH Position.
- ü One of my overseas contacts had recommended my name for inclusion in the WHO'S WHO IN THE WORLD published by Marquis at Illinois in USA for their 11th edition (1989) onwards.

## Personal Details:

Date of Birth: 10th Dec 1957

Married.

One Son aged 18+ years.

Address in India: 3-6-110, Himayathnagar, Hyderabad, 500 029, India.

Passport No: Z-1363036, valid until 22 May, 2020

Holding Valid UAE Driving License since 1998