

Profile of



M M Ali



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

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PROFILE:

A self-motivated Senior IT/Network/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 organisation 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. | Multi-talented | Empathetic |
| Strong work ethic | Forward looking | Always learning |
| Vision | Strong analytical skills | Practical organiser |
| Embrace & facilitate Change | 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 : 20 + Yr.

| | | | |
|----------------------------------|---------------|-----------|--------|
| 1. Maxtronix, Hyderabad India | Mktg. Manager | 1979-1983 | 4 Yrs |
| 2. Maxtronix, Hyderabad India | Ops Manager | 1983-1993 | 10 Yrs |
| 3. Emirates Airlines, Dubai, UAE | I.T. Tech Off | 1993-2001 | 8+ Yrs |

EDUCATION: At Osmania University, Hyderabad

| Examination | Year |
|-------------------------------------|------|
| B E Electronics & Communications | 1979 |
| M. Tech | 1982 |
| M B A (Mktg.) | 1984 |
| M C S E | 2000 |
| C C N A | 2001 |
| Data Ware Housing | 2002 |

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 now under implementation.** 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, liason 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.**
- **Mobile Computing:** Involved in design, development, standardisation, implementation of the Windows NT Build for laptop & Home PCs for senior management.
- **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. **Implemented**
- Winning a contract for a first-ever country-wide **data-communications link** for a large defence organisation 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 programme 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.
- Standardised equipment and procedures relating to the voice and data communication at various locations. These were approved in toto by the management.

Emirates Airlines: June 1993 – Dec 2001

My responsibilities include: (But not limited to)

- Plan and optimise 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 optimise 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
 - a) Implementation of Trunk Radio System at the Dubai Airport.
 - b) Access Control
 - c) Automatic Call Distribution

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 utilising 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 Licences from various Ministries, State & Central Govt Departments, for Establishing, Operating & Maintaining the link.
- Liaison with Suppliers (Overseas & Indian) for speedy delivery, pre-despatch inspection (where ever applicable). Providing maintenance for trouble free operation 24 hours a day 365 days a year.
- **Specialisation:** Turnkey solutions in data, voice communication and office automation projects.

TRAINING:

1. Personnel Management
2. Material Management
3. Use of Microsoft Software - Office.
4. Specialised Trunk Radio Training.
5. Modules of Supervisory Management Diploma, UK
6. Oracle

MEMBERSHIPS:

Several National & International Professional Organisations.

AWARDS:

- | | |
|--|------|
| 1. Best Invention Award | 1987 |
| All India Manufacturer's Organisation | |
| 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 | |

OTHER INFORMATION:

- Result-oriented professional with project management experience in start-up, expansion and diversification.
- More than 10 years of well-qualified executive experienced in directing and managing telecom projects and customer service operations within the highly competitive, market-driven telecommunications industry.
- Excellent executive presentation and negotiation skills have good command over English. Can correspond and Liase with various personnel involved in large Telecommunications Automation projects.
- In depth knowledge of computers. Extensive use of MS Office. LAN, Internet, including WEB page Designing, Developing & Publishing.
- Well developed problem solving and organisational skill.
- Been associated with an industry right from concept to production for manufacture of Antennas in the HF, VHF, & UHF Ranges.
- Been associated with adult education program of the Y M C A Hyderabad.
- A leading magazine in India **ELECTRONICS FOR YOU** carried my article on giving that particular month **ARTICLE OF THE MONTH** Position. (Copy of article enclosed)
- 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.
- **Date of Birth: 10th Dec 1957**
- **Married. One Son aged 14 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 Licence.**