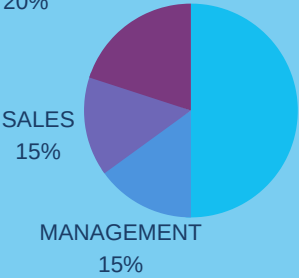


# IMAD AYAD

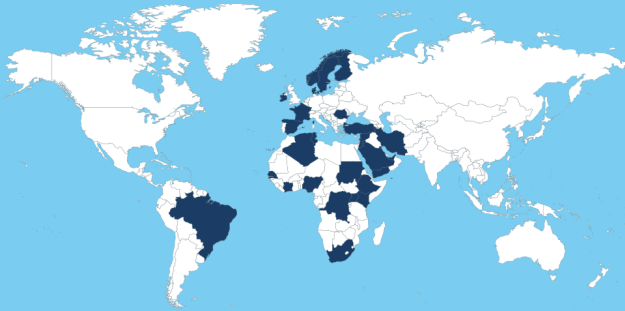
IMADAYAD@GMAIL.COM +961 3 51 31 72 +971 52 782 62 37

## EASY-FIT PROFILE

OPERATIONS  
20%

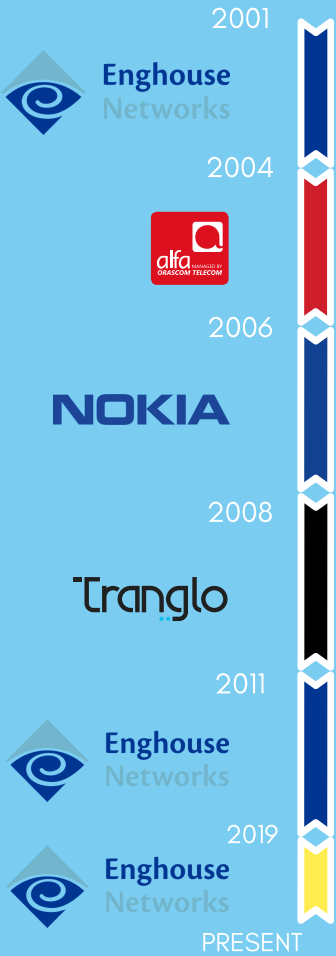


PRE-SALES  
50%



FRENCH ●●●●●●●●  
ENGLISH ●●●●●●●●  
ARABIC ●●●●●●●●  
SPANISH ●●●●●●●●  
WOLOF ●●●●●●●●

## DIVERSE EXPERIENCE IN HIGH-TECH



**CUSTOMER SUPPORT ENGINEER - A GREAT CAREER KICKOFF**  
BUILT LONG-LASTING CUSTOMER RELATIONSHIPS  
LEARNED TO BE A RESOURCEFUL PROBLEM SOLVER  
#VAS #OPERATIONS #INTEGRATIONS #UNIX #TESTING #CUSTOMER FACING

**PLANNING ENGINEER - A TRULY ENRICHING EXPERIENCE**  
TRANSFORMED BUSINESS IDEAS INTO SOLUTIONS  
LEARNED STRATEGIC PLANNING & SERVICES FORECAST  
#RFI/RFP PROCESSES OWNER #MODERATOR #MOBILE OPERATOR INSIDER

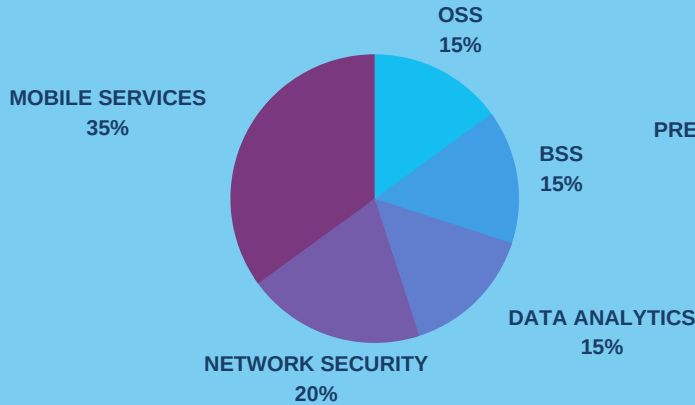
**CUSTOMER CARE & ARCHITECT - CONNECTING PEOPLE WAS SERIOUS FUN**  
WORKED ON A GREENFIELD OPERATOR ROLLOUT, DU.AE  
SELF-LEARNED ABOUT EXCITING TECHNOLOGIES  
#SOLUTIONS TESTING #GREAT ENVIRONMENT #F5 LOAD BALANCERS #VERY HUMAN

**TECHNICAL MANAGER & BDM - GREW UP THE INT'L TOP-UP NETWORK**  
LEARNED OUR TO START-UP A BUSINESS  
BUILT, COACHED AND MANAGED A MULTI-SKILLED TEAM  
#REVENUE-SHARE #PROCESS ENGINEERING #CREDIT TRANSFER #CONTENT

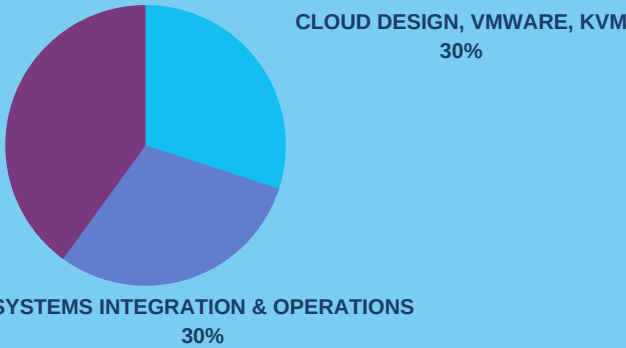
**TECHNICAL SALES - WON DEALS AGAINST GIANT COMPETITORS**  
BECAME THE REFERENCE IN MOBILE SOLUTIONS FOR MEA REGION  
EXCEEDING EXPECTATIONS IN SALES SUPPORT  
#BIDDING #PRESENTATIONS #CLOUD DESIGN #NETWORKS SECURITY #ANALYTICS

**REGIONAL SALES MANAGER - BUSINESS DEVELOPMENT CHAMPIONSHIP**

## BLASTING SKILLS COMBINATION



PRESALES PROCESSES  
40%



## NOT WITHOUT ACHIEVEMENTS

- ✓ WON MAJOR CLOUD DEAL AGAINST GIANT COMPETITOR
- ✓ WON A NEW CUSTOMER BY INFLUENCING TOP MANAGEMENT
- ✓ ADAPTED TO ALL CHANGES AND WORKLOAD PEAKS