

MR UMAIS MANZOOR

11th August 1983 / Wembley, London
07983 768 996 / 07528175173
mrumanzoor@hotmail.co.uk

I am a hard working, confident person with excellent interpersonal skills. A highly professional, that is self-motivated individual who works extremely well as part of a team. In the past key minerals I have values for are effective time management the ability to work under pressure, meet strict deadlines and adapt to different situations. I am keen to learn and improve upon my existing skills. I have a friendly, professional manner, coupled with a will, passion and drive to succeed all areas. My dynamic approach allows me to be flexible around my professionalism and always exceed expectations of my job role.

EDUCATION AND QUALIFICATIONS

2004 - 2007	Middlesex University <i>BA (Hons) Business 2.1</i>
2002 - 2004	London Metropolitan University <i>Computer & Maths Foundation</i>
2000 - 2002	West Herts College <i>AVCE Advanced Business AS Law</i>
1994 - 2000	Preston Manor High School <i>9 G.C.S.E's grades A-C</i>

IT Qualifications- Achieved To Date

Microsoft MLSE – Licensing and Sales Specialist in 3 Key Area (2010- 2011)

Hewlett Packard Sales Specialist (2008) – **What's Up Gold** Technical Certified (2010)

Cisco- Sales Expert – Currently Undertaking (2011)

Competent in the following Technologies;

Windows 95/98/2000 and XP Windows NT Workstation, Vista, Windows 7

CRM Systems, Navision, Sales Force, Bespoke CRM Applications

Microsoft Office Suite (Word, Excel, PowerPoint, Access, Project, Visio) from (2003- 2010)

MS Small Business Server 2003, MS SQL, Biz Talk, Symantec Ghost, VMWARE Vsphere.

Log Me In (VPN) Applications, Systems, Servers, Applications Experience

EMPLOYMENT HISTORY

Nov 2010 –April 2011	TDM Group <i>UK Channet Business Development Manager</i>
-----------------------------	--

- Working alongside Enterprise level Technical Architect's creating solution based on individual company requirements around Managed Services, Hosting, Project Management
- Creating meeting through cold calling and various lead sources for the sales director
- Targeted on annual revenue and monthly meetings obtained via quality lead generation
- Creating accounts that we can provide a value added service to the business.
- Establishing a unique ability to display good ethical logical approach to internal CRM Systems.
- Targeting investment banks, media giants ,LLPs and various other industries seeking to implement bespoke enterprise solutions
- Using various methods and technics to being to identify new prospects with accurate research before approaching the prospects with full knowledge of business and the manner in which it operates.

Nov 2009 – June 2010

QBS Software
UK Channel Microsoft Business Development Manager

- Specialising in the latest Virtualization technologies and services software both SAAS and Application Software.
- Organising Events for QBS premium customers at Microsoft Campus Reading
- Meeting and exceeding sales targets 10K per month
- Representing QBS Software at events such as Infosecurity Europe, Intel International Conference (Barcelona), ACCU (Oxford) as the main contact for Business Development Opportunities both Distribution and Reseller Accounts.
- Activating old QBS Accounts Oracle and Citirix and all the top vendor bespoke accounts
- Liaising direct with publishers and vendors regarding special pricing for enterprise opportunities and solutions
- Dealing with mainly the UK Top development Teams around UK and Mainland MSDN also Java, and Linux.

May 2009 – Nov 2009

Transputec Computers Ltd
Business Executive

- Specialising in the latest Virtualization solutions to mid size and Blue Chip organisations worldwide by offering IBM Tivoli and also Double Take Solutions, VmWare Citrix and Cloud Solutions.
- Lasing with High commissions and embassies implementing a bespoke document management solution as well as implementing work flow solutions.
- Managing a small new business team of 5 members and making sure targets and goals are met within my region. Reporting back to management on employee performance, targets, goals.
- Creating a motivating environment and unique team management. Performance KPI, Call Monitoring assisting with closing opportunities outbound and also inbound.
- Troubleshooting and supporting new solutions for large complex infrastructures and data centres worldwide.

WENT TRAVELLING TO BACK ASIA FOR 1 year 2 MONTHS

Feb 2005 – July 2007

Blondesoft Software Ltd (p/t whilst studying)
Senior Account Manager

- Selling a complex CRM Software based for 4 different industries, Leisure, Fitness the Tanning and the Beauty.
- The Role included travelling and really pushing the Brand via conferences and seminars that were held nationwide.
- My main workload was complex account management with full financial control of the accounts and making sure renewals and support duties were delegated.
- Dealing with support issues using LOG me IN and web based secure login to service and maintain clients with complex issues worldwide which meant adjusting to different clients and their diverse needs.
- Managing a sales team of 8 which were again in a similar account based role but not to the extent of my role.

WENT TRAVELLING TO ASIA FOR 4 MONTHS

April 2000- May 2004

Exclusive Connection – (p/t whilst at university)
Business Development Manager

- Selling to mortgage brokers IFA's and Managing Directors of large city based Financial organisations
- My interactions range from IFA's who have been in the industry for over 30 years to identifying and creating new revenue streams creating opportunities better than their preferred suppliers.
- As the Business Development manager I have created a 40% increase in productivity with statistics to prove my performances.
- Due to my success within the mortgage sector I also was allocated the role as a BDM for (EC) s Umbrella Company who specialise in repossessed properties as well as new build discounted properties.
- I am experienced in the rules of Data Protection and money laundering from previous experience working closely with the underwriting team to help identify fraudster's and unusual trends in spending

SKILLS & INTERESTS

I enjoy many sports and visit the gym regularly, socialising with friends, trying different cuisines and exploring different cultures. I spend time reading books and studying for my religion, car model building and travelling a lot. Sharing creative ideas as part of a team is something I revel in, the aspect of combining creative talents into one piece of work is great opportunity for me. When working with other members of the team, being able to bounce ideas around each other creates the opportunity to communicate with people and advise them on their work, but most importantly take advice/criticism off them, which helps tremendously in the development of my own work.
