



Maged Zamzam

Senior Solutions Architect - Presales Business Application

Contact

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Skills

- Solution Architecture
- Cloud Environment Amazon Web Services AWS and Microsoft Azure Architecture (IaaS, PaaS & SaaS)
- Data analytics, visualization
- Project Management
- Solution Consultancy and Fit Gap Analysis
- SAP Solution Architecture & Design
- SAP HANA database, S/4HANA, Solution Manager, CRM
- Programming Languages: Java, Python, C#, JSON, ABAP, SQL

Enthusiastic and self-motivated professional who recently awarded "**Going the Extra Mile**" Employee Reward. Currently working as a Senior Solution Architect for Business Applications in Computer Network Systems (CNS – System Integrator) handling pre-sales and customer success management of existing and new customers in UAE and Oman. Having an experience of more than 12 years experience in technical implementations, solutions pre-sales, architecture, and delivery of Enterprise Systems.

Work History

2022-01 -
Current

Sr. Solutions Architect - Presales Business Apps

CNS - Computer Network Systems (System Integrator), Dubai, UAE

- Built Business Applications practice portfolio strategy and managed partnerships with strategic vendors like Microsoft, SoftwareAG, Outsystems, SAP, and more.
- Act as technical expert consulting, fielding questions related to hosting business applications on cloud services provided by Azure, and AWS and architecting solutions to optimize performance of applications
- Lead technical and business discussion with stakeholders like CxOs, SVPs, VPs, and Directors for doing demos and presentations about latest solutions in market
- Responsible to articulate software solutions packages and use-cases to be offered to customers through one solution or integration of different solutions to best fit customer needs with latest industry trends
- Identify and develop potential growth opportunities with new business including upselling and cross selling to existing clients
- Scope and translate defined requirements, proposed solutions, and value propositions into proposals/statements of work (SOW), and Lead customer-facing demonstrations, proof of concepts, and RFI/RFQ/RFP technical solution design and responses.

Key Achievements & Projects:

- Closed **\$4M+** revenue with ADNOC, Abu Dhabi Customs, FANR, Abu Dhabi Municipalities and Transport, Ministry of Foreign Affairs and Oman Investment Authority

2018-09 -
2022-01

Senior Presales Lead and Implementation Advisor

Entomo, Dubai, UAE

- Performed all pre-sales activities required to win opportunities with building and presenting tailored demonstrations, provide solution capabilities through defined scenarios and use-cases
- Conducted detailed analysis of customer's needs to identify their business requirements then developed appropriate solutions and recommendations, and built financial justification with ROI and TCO data analysis of solution provided

Interpersonal Skills

- Analytical and leadership
- Oral, written and communication skills
- Presentation skills
- People management
- Persuasive and conversational
- Keen attention to details

Languages

- Arabic - Mother Tongue
- English - Fluent
- German – Beginner

Certifications

- Amazon AWS Cloud Practitioner Essentials
- Amazon AWS Business Professional
- SAP Certified Application Associate - SAP Afaria 7.0 Administration SP4
- SAP Certified Application Associate - Access Control 10.0 (C_GRCAC_10)
- SAP Certified HANA Support Associate - SAP HANA (C_HANASUP_1)
- SAP Archiving and Document Access specialist - OpenText GmBh

2014-05 -
2018-09

- Translate requirements to ensure effective performance and strategy management, and Artificial Intelligence solutions that meet business requirements
- Ensure delivery of E2E solutions (analyze, design, implement, test, and deploy) for respective clients and business use cases
- Empower Customers to ensure retention through active consumption of product by stakeholders
- Lead team and established environment where team members can be effective and collaborate to deliver projects

Key Achievements & Projects:

- Awarded "Going Extra Mile" Employee Reward in KPISOFT Global
- Won Gold Stevie Award 2021 for "Most Valuable Technical Innovation in response to COVID 19" for "Reaya" with Ministry of Health and Prevention
- Closed **\$7M** opportunities with Digital Dubai, DEWA, Ministry of Finance, Ahmed Seddiqi Holding, Ajman Tourism Department, Abu Dhabi Education and Knowledge, Injazat, Etihad Rail, G42, MOHAP and Sharjah Civil Defense.

SAP Technology Team Lead

Logical Application for Business Solutions (Golden Partner), Cairo, Egypt

- Technical Presales activities including infrastructure sizing for new and potential customers, and matching existing hardware to utilize hardware cost of ownership along with architecting cloud solutions to host SAP on aws and Azure, along with managing High-Availability and Disaster Recovery for better performance and security
- Design Technical Architecture and Develop Migration roadmap for transformation of customers to adopt newest technologies
- Presenting and demonstrating capabilities of latest SAP Technologies along with Integration with 3rd party software for assistance in designing impactful solution
- Project Planning and designing of resource and technology plans to make end-to-end implementations and support, and delegated responsibilities of Technology team for on time projects execution based on SAP's best practices
- Managed technology support team for complying with customer's SLA, issues and tickets created
- Year planning for team members, conducting appraisals, engaging team with social activities, measuring different performance indicators (KPI) for team members
- Lead team to successfully going-live in enterprise projects across MEA Region, acting as team lead and project manager for technology

2016-01 -
2017-01

Technology Solution Specialist

Microsoft, Cairo, Egypt

- Presented Dynamics ERP and CRM to potential customers and discussed how Dynamics could be best choice for their business
- Develop healthy pipeline of qualified solutions opportunities
- Participate in planning with partner and account teams to identify potential customers and support partner engagement selection
- Completed initial technical and business assessment and identify combination of products that will meet customer's business needs
- Own and manage customer and partner technical relationship during initial sales engagement process
- Managed more than 60 SME customers in Saudi Arabia and closed revenue of \$1.5M

2011-06 -
2014-05

SAP Technical Consultant

Certified IT Consultants, Cairo, Egypt

- Successfully Implemented end-to-end new Implementation projects for more than 8 customers in Saudi Arabia and Egypt and supported more than 12 existing customers
- Programming & Development of enhancements, reports, adobe forms, smart forms for multiple projects and support customers
- System integration and customization of workflows for process management solution to customers
- OpenText Document Archiving New Implementation for Amiantit KSA

Education

2006-06 -
2011-06

Bachelor of Science: Computer Science and Engineering

German University in Cairo - Cairo, Egypt

Published the graduation project as research paper:

Sabty, C.N., & Zamzam, M.M. 2010. Integrating constraint-based technology with multi-touch table. Proceedings of the wlp 2010, 24th workshop on constraint logic programming (German University in Cairo).

<http://met.guc.edu.eg/events/wlp2010/>