



Like

2573 likes. Sign Up to see what your friends like.

Free Job Postings for Employers Login

Home My Bucket Sample Resumes Free Resume Builder FAQs About Us Blog

Resumes Online: 702,267

Keywords: job title, keywords or company name Location: city, state or zip code (optional) Radius: 25

Did you know you can also search colleges? Find A College



Options:

- Contact Aamer
- Forward This Resume
- Invite a Friend
- Add Comment

Aamer's Information

Location: CORAM, NY

Title: Area Practice Manager -

Microsoft Solutions - NE

Status: Keeping my options

open

Experience: 12+ years

Work Types:

Full Time

Consulting

Willing to Relocate: Yes

Willing to Travel: Do not mind

travelling

Career Level: Director

Work Status: U.S. Citizen

Interests:

Management Consulting

Member Since: 2008-12-27

Helpful Links

- Professional Resume Writing
- Sample Resumes
- Sample Cover Letters



ARMalik786@hotmail.com

SUMMARY

Versatile and skilled Senior IT Manager with over 18 years of hands-on, leadership experience in key areas as: performance management, strategic planning, operations management, pre-sales management, marketing and development activities. A credible, proven track record with commitment to excellence, complimented by strong academic credentials, including MBA, and vendor certifications.

IT Strategic Planning & Leadership - Performance & Operations Management - Built & Team Management

Provided Strategic Leadership - developed strategic objectives to accommodate current and future organization needs. Managed Operations and Performance - ensuring the efficiency and effectiveness of resources used, both people and processes, while building effective communication, developed budgets and variance analysis. Built and Managed Teams - ranging from 2 to 50 direct and indirect reports, provided objectives, responsibilities and performance reviews.

Microsoft Practice Development - Partner / Vendor Management - Marketing

Developed Microsoft practice, defined Go-To-Market strategies, created standardized professional service offerings, sales and delivery methodologies. Developed partner and vendor relationships. Liaison with Marketing for defining and creation of marketing materials, webinars, sponsoring events for internal sales and external customers.

IT Consulting - Pre-Sales Management

Information Technology Consulting - at executive and IT levels. Pre-Sales, Scope of Work, Statements of Work (SOW). Work closely with senior management of client organizations; provided leadership and consultancy into cross-functional company projects.

Engagement, Program and Project Management

Provided Engagement, Program and Project Management - Direct oversight of definition and management of the project methodologies, plans and activities, reviewing and tracking project deliverables, resources, and client satisfaction.

Systems / Solutions Architecture, Planning and Design

Architected, Planned and Designed a many IT infrastructures for clients ranging from 25 to 15,000 nodes based on Microsoft technologies.

Hands-On

Assessments, New Installations, Upgrades, Migrations, Consolidation and Restructuring, Implementation, Optimization, and Virtualization.

PROFESSIONAL EXPERIENCE and ACCOMPLISHMENTS

<b>DIMENSION DATA, NEW YORK, NY</b>	<b>2008 - 2008</b>
<b>Area Practice Manager - Microsoft Solutions - Northeast</b>	

- Lead, Managed and Build the regional Microsoft practice for Northeast (Philadelphia to Maine).
- Managed \$15 Million pipeline management data.
- Enabled and drove the practice financial goals for targeted sales areas. Assisted in closing of \$5 Million business.
- Managed practice performance and key measurements, forecasting - profit, revenue, contribution margin and resource utilization.

- Increased 40% efficiency in turnaround timeframe, leading to setting better client expectations and satisfaction by streamlining pre-sales, proposal & statement of work generation, resource allocation, and project delivery process.
- Managed Project Life Cycle support, provided engagement and program management, reviewing and tracking project deliverables, resources, and client satisfaction.
- Spearhead and executed Microsoft practice "Go to Market" strategies, aligning strategic challenges and providing consistent, more focused and coherent marketing approaches for Microsoft solution to be pursued.
- Provided leadership in researching and defining new Microsoft solutions to be pursued leading to the development of standardized professional services offerings, sales materials, sales & delivery methodologies based on best practices.
- Liaison with Marketing for defining and creation of marketing materials, webinars, sponsoring events for internal sales and external customers, resulting in developing relationships and generating business leads.
- Lead, Developed and Managed vendor relationships - Microsoft, Quest and Jabra. Served as the primary contact for the region, resulting in active involvement of vendor partner account managers in the joint effort to pursuing and closing the client business and enabling pre-sales, sales and delivery teams with up-to-date training.
- Lead, Build and Managed the pre-sales (Solutions Architects) and delivery (Principal Consultants / Consultants) teams and managed their career development, through an ongoing review of responsibilities, objectives and performance.
- Lead, Managed and supported pre-sales business development and delivery for the region.
- Lead, Developed and Managed relationships with internal regional sales teams, changing the mind set to sell the services in addition to products.
- Liaison with Regional Sales Management for targeted sales areas, assisting in regional business development efforts through planning, mentoring, consulting and providing leadership in joint standardized service offerings, sales & delivery process, management materials and ad-hoc subject matter expertise.

**Projects Proposed:**

- *Aegis Media, New York, NY - Active Directory (AD) Assessment.*
- *Alliance Bernstein, New York, NY - AD Assessment, SCCM, SCOM.*
- *Ameresco, Framingham, MA - AD, Exchange 2007, OCS.*
- *BCG - Boston Consulting Group, Boston, MA - UCDM, OCS.*
- *Camden County, Camden, NJ - Exchange 2007 Migration, Virtualization, Storage.*
- *DoIT, New York, NY - AD, Exchange 2007, Managed Services - RFP.*
- *Dr. Reddy's Pharmaceuticals, Charlotte, NC - Novell to AD Migration and Exchange upgrade to 2007.*
- *FIT - Fashion Institute of Technology, New York, NY - AD Assessment, Exchange Assessment, AD & Exchange 2007 Migration.*
- *Gates Foundation, Seattle, WA - OCS Pilot.*
- *Hay Group, Philadelphia, PA - AD, Exchange 2007, OCS, SCCM, Virtualization.*
- *Hearst - Europe, London, New York, UK - NY - AD, Exchange 2007 - RFP.*
- *Hudson Group, East Rutherford, NJ - AD Assessment, Exchange Assessment.*
- *NYC HHC, New York City Health and Hospitals Corporation, Bronx, NY - AD, SCCM, SCOM.*
- *InterMed PA, Portland, ME - Exchange 2007 Migration.*
- *JW Eagle, Mount Laurel, NJ - Notes to Exchange 2007 and Exchange 2003 to Exchange 2007.*
- *KFP - Kohn Pedersen Fox Associates PC, New York, NY - OCS Pilot.*
- *Neuberger Berman, New York, NY - AD, Exchange 2007, Virtualization, Storage - RFP.*
- *Novo Nordisk, Princeton, NJ - OCS Pilot.*
- *NYC DOT, New York, NY - AD, Exchange 2007 - RFP.*
- *PVH - Phillips-Van Heusen, Bridgewater, NJ - SCCM.*
- *Wyeth Pharmaceuticals, Madison, NJ - OCS.*

<b>EMC CORPORATION, NEW YORK, NY</b>	<b>2007 - 2008</b>
<b>EMC Microsoft Practice, Senior Practice Consultant</b>	

- IT consulting at executive and IT levels. Work closely with senior management of client organizations; provide leadership and consultancy into cross-functional company projects.
- Pre-Sales, Scope of Work, Statements of Work, Systems / Solutions Architecture, Planning and Design, New Installations, Upgrades, Migrations, Consolidation and Restructuring, Implementation, Optimization, and Virtualization.

**Projects:**

- *McGraw Hill, New York, NY - Exchange Server 2000 to Exchange Server 2003 Migration, Quest Exchange Migration Manager 4.2.*
- *Merrill Lynch, New York, NY - Virtualization, Testing and Lab verification of Exchange server 2003 Upgrade Automation.*

<b>SHAZ CONSULTING, INC. CORAM, NY</b>	<b>2002 to Present</b>
<b>Principle: IT Consulting, Systems Architecture &amp; Program Management</b>	

- Information Technology consulting at executive and IT levels. Program Management, Engagement Management, Project Management and Team Management.
- Pre-Sales, Scope of Work, Statements of Work, Systems / Solutions Architecture, Planning and Design, New Installations, Upgrades, Migrations, Consolidation and Restructuring, Implementation, Optimization, and Virtualization.
- Work closely with senior management of client organizations; provide leadership and consultancy into cross-functional company projects.

**Projects:**

**CTGI/Custom Computers/Delta Consulting Systems, Inc.**

- *The New York City Department of Small Business Services (SBS), New York, NY - Active Directory Assessment, Windows 2000 to 2003 Active Directory Migration, Project Management.*

**MTM Technologies, Inc., New York, NY**

- *Bayonne Medical Center, Bayonne, NJ - NT 4.0 to Windows 2003 Migration, Exchange 5.5 to 2007 Migration, Clustering, Forefront, Citrix 4.5 farm, Published Applications.*
- *MTM, New York, NY - Windows 2000 to 2003 Active Directory Migration, Exchange 2000 to 2003 Migration, DFS File & Print Upgrade.*
- *ING Bank, New York, NY - Virtualization, NT 4.0 to Windows 2003 Migration, Exchange 5.5 to Exchange 2003 Migration, Quest Migration Manager, Clustering.*

**Acclaim Systems, Inc. Harrisburg, PA**

- *Commonwealth of Pennsylvania, Bureau of Information Services, Harrisburg, PA - 16 NT 4.0 domains to Windows 2003 Active Directory Migration, ADMT.*

**Alliant Technologies, Morristown, NJ**

- *Pequannock Township School District, Board of Education, Pompton Plains, NJ - NT 4.0 to Windows 2003 Upgrade.*
- *American Red Cross, New York, NY - NT 4.0 to Windows 2003 Migration, Exchange 5.5 to Exchange 2003 Migration, Blackberry Server integration.*
- *Northeastern Financial, New York, NY - Windows 2003, Terminal services.*
- *Sabert, Sayreville, NJ - NT 4.0 to Windows 2003 Migration, Exchange 5.5 to Exchange 2003 Migration.*
- *Vonage, Edison, NJ - Corrupted mail storage and failed cluster recovery, Exchange 2000 to Exchange 2003 migration, Clustering.*

**Business Technology Partners, New York, NY**

- *New Line Cinema Corporation, New York, NY - Windows NT 4.0 to Windows 2000 Upgrade.*
- *Primus Financial Services, New York, NY - NT 4.0 to Windows 2000 Migration, Exchange 5.5 to Exchange 2000 Migration.*
- *Richard A. Eisner & Company, LLP, New York, NY - Windows 2000 and Windows 2000 Professional, Clustering.*

<b>ALPHANET SOLUTIONS, INC. CEDAR KNOLLS, NJ / OMNITECH CORPORATE SOLUTIONS, ENGLEWOOD, NJ</b>	<b>1998 - 2001</b>
<b>Practice Manager, Microsoft Technologies / Director, Technical Services</b>	

- Lead, and Managed the Microsoft practice and Technical services.
- Managed \$20 Million pipeline management data. Assisted in closing of \$10 Million business.
- Increased 50% efficiency in turnaround timeframe, leading to setting better client expectations and satisfaction by streamlining pre-sales, proposal & statement of work generation, resource allocation, and project delivery process.
- Spearheaded "Go to Market" strategies, development of standardized professional services offerings, sales materials, sales & delivery methodologies based on best practices. Creation of marketing materials, webinars, sponsoring events for internal sales and external customers, resulting in developing relationships and generating business leads.
- Lead, Developed and Managed vendor relationships - Microsoft and Citrix.
- Lead, Build and Managed the pre-sales (Solutions Architects) and delivery (Principal Consultants / Consultants / Engineers) teams and managed their career development, through an ongoing review of responsibilities, objectives and performance.
- Represented the organization as the Lead for Microsoft Windows 2000 Rapid Deployment Program (RDP). Liaison with Microsoft Consulting on a joint Client ventures for Windows 2000.

**Projects:**

- [AlphaNet Solutions, Inc., Cedar Knolls, NJ / Omnitech Corporate Solutions Inc., Englewood, NJ](#) - Windows 2000 and Exchange 2000 Service Offering, planning, deployment and project management methodologies. Lab sponsored by Data General.
- [Mercedes Benz, Montville, NJ](#) - Windows 2000, Windows 2000 Professional and IE 5.5, POC and Pilot.
- [Nabisco, Parsippany, NJ](#) - Joint Venture with Microsoft Consulting - Windows 2000 POC and Pilot.
- [Sun Chemicals, Fort Lee, NJ](#) - NT 4.0 to Windows 2000 Migration - 65 domains to 2 master & 7 resource domains.
- [Hackensack University Hospital, Hackensack, NJ](#) - NT 4.0, NT 4.0 Terminal Services, Citrix Upgrade to MetaFrame 1.8, Wyse terminals.
- [Perma Insurance, Saddle Brook, NJ](#) - Netware 4.1 to NT 4.0 Migration, re-homed Exchange 5.5 server.
- [W.R. Huff Asset Management, Morristown, NJ](#) - Novell 3.12 to Windows NT 4.0 Migration.
- [Johnson Control Inc., - Hoffman La Roche, Dayton, NJ](#) - NT 4.0 Terminal Services, Citrix MetaFrame 1.0.
- [Seeing Eyes, Morristown, NJ](#) - Novell 3.12 to Windows NT 4.0 Migration, NT 4.0 Terminal Services, Citrix MetaFrame 1.0.

<b>IBM GLOBAL SERVICES, MELVILLE, NY</b> Consultant, Network Management	<b>1996 - 1998</b>
<b>GOLDEN NATIONAL MORTGAGE BANKING CORP., MELVILLE, NY</b> Vice President, Secondary Marketing	<b>1993 - 1996</b>

**TECHNICAL PROFICIENCIES**

- [Windows Server 2008 / 2003 / 2000 / NT 4.0:](#)

Active Directory (AD) Design, Organizational Units (OU) Design, Sites, Clustering, Group Policies, FSMO Roles, Global Catalog (GC), DNS, DHCP, WINS, Terminal Services, Security, Auditing, and Performance Analysis

- [Exchange Server 2007 / 2003 / 2000 / 5.5:](#)

Administrative Groups, Routing Groups, Storage Groups, Mailstores, Front-End and Back End Design / Architecture, OWA, Https over RPC, Security, Auditing, and Performance Analysis, Edge Transport Role, Hub Transport Role, Client Access Role, Mail Box Role, Unified Messaging Role, SCC and CCR

<ul style="list-style-type: none"> <li>▪ <a href="#">Server Operating Systems:</a> Microsoft Windows Server 2008, 2003, 2000, NT 4.0 Terminal Server, NT 4.0</li> <li>▪ <a href="#">Desktop Operating Systems:</a> Microsoft Windows 7, Vista, XP, Windows 2000, NT 4.0 Workstation</li> <li>▪ <a href="#">Messaging:</a> Microsoft Exchange Server 2007, 2003, 2000, 5.5</li> <li>▪ <a href="#">Virtualization:</a> VMware Virtual Infrastructure 3 (VI3) [Lab Only], VMware Server, VMware Workstation 6, VMware Convertor 3.0 Starter Edition, Microsoft Virtual PC 2007, Windows 2008 Hyper-V</li> <li>▪ Microsoft Office 2007, 2003 - 2000, Microsoft Visio Enterprise 2007, 2003 - 2000</li> <li>▪ <a href="#">SQL:</a> SQL Server 2005 &amp; 2000 [Installation Only]</li> <li>▪ <a href="#">Project Management:</a> Microsoft Project 2007, 2003 - 2000, Microsoft Solutions Framework, Gartner Core Competencies</li> </ul>	<ul style="list-style-type: none"> <li>▪ <a href="#">Citrix:</a> Citrix Presentation Server 4.5 [Lab], Citrix MetaFrame 1.8</li> <li>▪ <a href="#">Backup and Antivirus:</a> ForeFront Security for Exchange, Brightstor ARCserve, Veritas Backup Exec, Symantec Norton Antivirus, McAfee</li> <li>▪ <a href="#">Utilities / Tools:</a> ADMT v3.1,v3 &amp; v2, NetIQ Migration Suite, Quest Migration Suite, On Track Power Controls 2.10, GFI LAN Security Analyzer, Ecora Auditor Lite</li> <li>▪ <a href="#">Topologies:</a> Ethernet, LAN and WAN</li> <li>▪ <a href="#">Protocols:</a> TCP/IP</li> <li>▪ <a href="#">New Technologies in Learning Phase:</a> Microsoft System Center (SCCM, SCOM, MDOP), Unified Communication - Microsoft Office Communication Server - OCS, SharePoint services, Microsoft Exchange Server 2010</li> </ul>
--	---

**ACADEMICS**

<a href="#">St. John's University - Jamaica, NY</a>	
▪ <b>MBA</b> - Master of Business Administration - International Finance	▪ <b>APC</b> - Advanced Professional Certificate - QA - MIS

**CERTIFICATIONS**

<ul style="list-style-type: none"> <li>▪ <b>MCITP</b> - Microsoft Certified IT Professional             <ul style="list-style-type: none"> <li>○ <a href="#">Windows Server 2008 - Enterprise Administrator</a></li> <li>○ <a href="#">Exchange Server 2007 - Enterprise Messaging</a></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>MCSE</b> - Microsoft Certified Systems Engineer             <ul style="list-style-type: none"> <li>○ <a href="#">Messaging - Exchange Server 2003 &amp; Exchange Server 2000</a></li> </ul> </li> </ul>
---	---

<ul style="list-style-type: none"><li>o Exchange Server 2007 - Enterprise Messaging Administrator</li><li>▪ <b>MCTS</b> - Microsoft Technology Specialist</li><li>o Windows Server 2008 Active Directory - Configuring</li><li>o Windows Server 2008 Network Infrastructure - Configuring</li><li>o Windows Server 2008 Application Infrastructure - Configuring</li><li>o Exchange Server 2007 - Configuring</li><li>o Windows Vista - Configuring</li></ul>	<ul style="list-style-type: none"><li>o Windows Server 2003, Windows 2000 &amp; Windows NT 4.0</li><li>▪ <b>MCSA</b> - Microsoft Certified Systems Administrator</li><li>o Messaging - Exchange Server 2003</li><li>o Windows Server 2003</li><li>▪ <b>MCP</b> - Microsoft Certified Professional</li><li>▪ <b>CCA</b> - Citrix Certified Administrator</li></ul>
---	---

**PROJECT DETAILS AND REFERENCES UPON REQUEST**