



Omar Farooq



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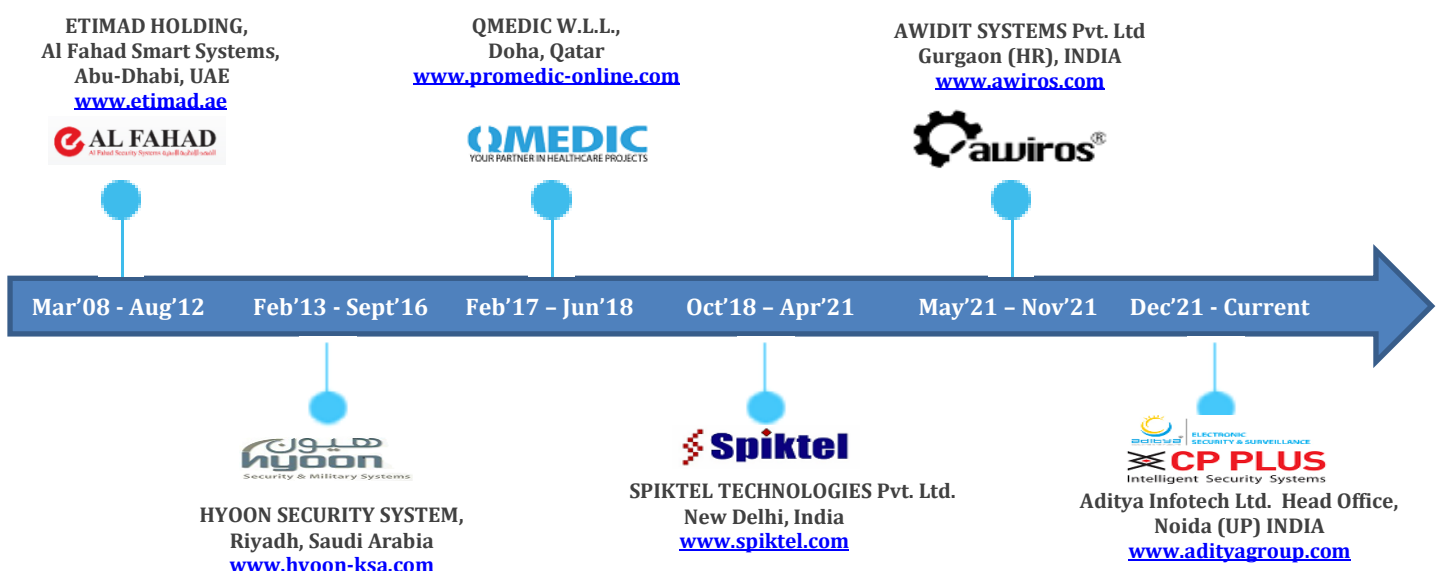
Career Objective

To contribute my experience with strong technical background of ICT-IoT-AI/VA in Program/Project management and consultancy works Globally in private and Government sector; Technical solutions conceptualization, Enterprise scale Multi Project Operations Globally, Vendor management and services, along with unique drive for excellence and success to the organization in Program/Projects manager capacity. Establishing myself as a result oriented and competent professional in the top level of a reputed and professional organization by achieving, sustaining, and expanding its growth, profitability and in effect contribute positively to lead in highly competitive international and national market and delivering innovative concepts & strategies, targeting assignments in turn-key ICT Projects operation Management in ICT- IoT-AI.

Career Summary

- ◆ Performance-driven professional with extensive 16+ years of international experience in Design & Program Management in ICT-IoT-AI/VA Integrated Large-scale projects. which include primarily video surveillance - video Analytics, Access Control, Perimeter Intrusion Detection System; Intelligent Traffic Management; Command & Control Centre, Emergency Response Support System, IT infrastructure, Communication Network; standard operating procedures and best practices.
- ◆ Program Management of entire portfolio of multiple projects includes but not limited to Budgeting, Project Cash flow & Expense Monitoring, Overall Project lifecycle monitoring and instructing project managers on Plan, risk and issues.
- ◆ IOT Integration: solution conceptualization, design of Industrial IOT and edge related projects. Understanding business requirements and participating in system architecture of IoT system, workflows based on customer business requirements.
- ◆ Extensive experience in **Program /Project Management, Vendor Management, Account Management, Channel Management, Tracking of Project Budget Expenses, Performance Management, Inventory Control, Project risk & mitigation management, Closing of Deals and Territory Management.**
- ◆ With more than 14+ years of international experience in Countries such as **UAE, KSA, Qatar, Lebanon, Sri Lanka, Ghana, Turkey, Burkina Faso and Seychelles** in continuous advancement and proficiency in project execution and Solution conceptualization, architecture design, business process re-engineering to support growing businesses and delivering projects within the timeline and Budget.
- ◆ Solutions-driven professional with extensive international experience in Program/Project Management and Consulting of multi-crore projects for private and Government clients in Integrated Electronic Security and IT infrastructure domain, also earned highest customer satisfaction rating.
- ◆ Customer-focused, highly organized with effective customer-service skills and demonstrated ability to manage technical aspects, build relationships, support and training to in-house project teams and customers.

Career Timeline



Key Skills

Program/Projects Management.	Integrated product ICT-ELV-IoT-AI/VA Designing & Estimation
Vendor Liaison & Coordination management	Client Relationship management
Program Process Improvement	Bid/Account Management
Business Development	Team Building & Leadership

Professional Experience

Aditya Infotech Ltd- Noida (U.P), INDIA
AGM – Technical & Operations, Dec'2021–Present
www.adityagroup.com



Key Responsibilities:

- ◆ Program Management of entire portfolio of multiple projects which includes Design, Budgeting & Expense Monitoring, Overall Project lifecycle execution and monitoring and instructing project managers on risk and issues.
- ◆ Work with various functional teams and stakeholders (partners, senior staff, and engagement teams) involved in the proposal development process.
- ◆ Drive, formulate and ideate customized proposals/RFPs and presentations - developing and refining value proposition and key win strategies.
- ◆ Conceptualize new ideas/ Use cases in drafting, designing & executing Turnkey ICT/IoT/Video analytics-based surveillance Projects for small to enterprise Projects.
- ◆ Participating along with the opportunity in assessing client's demand and budget, to develop a relevant and strong bid response.
- ◆ Lead end-to-end proposal development process encompassing stages from EOI till Submission.
- ◆ Organizing and leading Projects team/stakeholder communications, including team meetings and calls, touch points and action item follow-up.
- ◆ Establishing strong stakeholder/Partner/Consultant relationship resulting in self and team's healthy pipeline.
- ◆ Presentation of Proposed Product/solution content aesthetically and Program management Plan, working with the internal brand R&D and design team.
- ◆ Review final production materials/Project Deliverables/outcome, so that quality, format, and content meet client needs, and in compliance with organization guidelines.
- ◆ Preparing & training teams for client meetings, leading the development of presentation materials and identifying important issues to be addressed during the operation/execution of project.
- ◆ Management of resources and control expenses to meet agreed budgetary limits for each deliverable in WBS-Work breakdown schedule element.
- ◆ Work with global pursuit teams within the organization network on cross border deals.
- ◆ Lead and monitor performance of Program team members.
 - Provides coaching and mentoring to Team.
 - Assigns and conduct review kick-off meetings.
 - Reporting to all related program stakeholders.

Awidit systems Pvt. Ltd – Gurgaon (H.R), INDIA
Sr. Program Manager – Operations & Technical Presales, May'21- Nov'2021
www.awiros.com



Awiros is the conduit to bring the most cutting-edge research in the areas of Computer Vision, Deep Learning and Artificial Intelligence to the market. The world's first Video AI OS and Apps/ Use cases as marketplace.

Key Responsibilities

- ◆ Take forward all necessary Operations and pre-sales activities, interact with the customers, Partners & Consultants to understand the requirement, work on pre-tender and post-tender activities along with the execution of projects

within the given time and budget – Enterprise, Smart & Safe Cities projects.

- ◆ Support, Lead & Schedule Presales pipeline for Govt. & Pvt. Segment Customers/Partners for Smart/Safe City Projects in correspondence with sales team by technically qualifying opportunities and making recommendations on the solution, feasibility, the scope of work, and quantifying risk. Design and deliver support solutions using specific industry knowledge and expertise.
- ◆ Plan, Execute, Coordinate and deploy multiple project teams to manage multiple parallel projects.
- ◆ Identify, assess, track and mitigate issues and risks at multiple levels within Operations and Presales verticals. Create, maintain and disseminate technical project information to Management / stakeholders
- ◆ Review & approve BOQ, techno-commercial proposals, Working and studying the tenders for the projects, identifying the specifications and requirements of the system, choosing the most proper IoT enabled systems and products that meet the client requirements, RFP compliance sheet, proposal drawings, Architectural layout for the solutions for submission to the customer. Integrate technical knowledge and business understanding to create solutions for customer.
- ◆ Presentations – preparation, delivery, Conducting POC demo on technical solutions for key accounts and corporate tender, Lead Customer Expectation management as part of the escalation process.
- ◆ Responsible for giving the training to the Projects team or support staff (as and when required).
- ◆ Anticipate bottlenecks, provide escalation management, Anticipate, and make tradeoffs, and balance the business needs versus technical constraints.
- ◆ Drive effective teamwork, communication, collaboration, and commitment across multiple disparate groups with competing priorities.

Spiktel Technologies Pvt. Ltd – Noida (U.P), INDIA
AGM - Operations & Technical Presales, Oct'18- April'2021
www.spiktel.com



Key Responsibilities

PROGRAM /PROJECT OPERATIONS

- ◆ Analyzing the projects requirements
- ◆ Addressing and monitoring day to day ad-hoc activities related to Projects operations PAN India.
- ◆ Projects implementation at single or multiple sites.
- ◆ Providing Management plan and guidance to project team Managers/Coordinators.
- ◆ Identifying and resolving common problems and potential risk issues across projects.
- ◆ Improving project management capabilities, knowledge, competence, and skills.
- ◆ Conducting GAP analysis and suggesting Process Improvement.
- ◆ Providing oversight to ensure projects follow established standards.
- ◆ Standardizing project management processes and documentation.
- ◆ Designing the mechanism for tracking the progress of work-plans/WBS-work break down schedule.
- ◆ Providing up-to-date status reporting to executive management.
- ◆ Conducting post project reviews and documenting lessons learned.
- ◆ Implementing continuous improvement to the overall project management process.
- ◆ Following up with vendors for timely delivery/installation of material/ services and deployment of resources.
- ◆ Analyze and propose Change Requests to the management.
- ◆ Act as a communication bridge among user/ coordinators/ vendors/ management.
- ◆ Monitoring projects to ensure timely updates and performance reporting process
- ◆ Managing overall project by way of interaction with user, vendors, Operational Manager, Business Analyst, Project Managers, Project Engineers, and related stakeholders.
- ◆ Timely Completion of Projects.

PRE-SALES - BUSINESS DEVELOPMENT

- ◆ Build, develop & Maintain relationship with consultant, customers and help in framing their business requirement (RFP/EOI) Creation.
- ◆ Collaborating with business partners to sustain healthy relations and leads generation from OEM for opportunities and translate into business.
- ◆ Extensive experience in contract price negotiations, end to end handling of large & Strategic Govt/Pvt Accounts.
- ◆ Effective customer interacting in Preparing Techno-Commercial Proposals in line with tender/RFP/Client Requirements.

- ◆ Determine bid price based on projects cost estimation, external environment/competition and as per the contribution norms.
- ◆ Develop and implement effective Pre-sales strategies within the sales teams.
- ◆ Define SLAs for Customers and build OEM relationship ensuring high level of Customer Satisfaction.
- ◆ Solution Selling to customer by helping the customer in drafting the RFP with details like qualification criteria, SoW, evaluation criteria, best practices, budgetary quotes etc .
- ◆ Responding to the RFPs/EoI's in co-ordination with Sales Teams.
- ◆ Complete ownership for solution from RFP till proposal submission & order closure, keeping the activities strictly in accordance with the organizational processes & guidelines.
- ◆ Organizing pre and post bid meetings to ensure timelines.
- ◆ Preparing Compliance Statements for RFP documents.
- ◆ Managing Channel and Project Sales for Fiber Products - Active/Passive & Integrated Security Surveillance Projects.

QMEDIC W.L.L – Doha, QATAR

Lead Projects Manager – Operations, Feb'17- June'2018

www.promedic-online.com



Key Responsibilities:

- ◆ Spearheaded strategic infrastructure applications to achieve firm business goals by prioritizing technology initiatives and coordinating the evaluation, deployment, and management of current and future technologies focused on ELV-IoT In line with Smart Hospitals.
- ◆ Managed final escalation for technical issues related to design and estimation, catered to the stakeholders, ensured technical feasibility, and participated in the completion of scheduled employee performance reviews.
- ◆ Formulated Project plans to identify activities needed for successful completion of projects.
- ◆ Liaised with project management team; prepared detailed work plan/WBS for successful completion of projects.
- ◆ Monitored and ensured organizational assets (documentation) were properly documented and kept confidential Coordinated with senior management on a regular basis (monthly/ bimonthly) regarding cash flow projections, report actual cash flow and variance
- ◆ Working towards ICT-ELV design & preparation of BOQ/BOM in line with RFP or timely changes during project execution.
- ◆ Liaised with the stakeholders to keep them updated by establishing a communication schedule.
- ◆ Evaluating the outcomes of the projects as established during the planning phase and ensured ATP/ATR reports are approved and as per the compliance at commissioning before the handover of projects.

Hyoon Security Systems – Riyadh, Kingdom of Saudi Arabia

Technical Projects Manager, Feb'13- Sept'2016

www.hyoon.com



Key Responsibilities:

- ◆ Shouldered the responsibility of project management and Presales.
- ◆ Develop a strategic relationship with key Client accounts.
- ◆ Solution Selling to customer by helping the customer in drafting the RFP with details like qualification criteria, SoW, evaluation criteria, best practices, budgetary quotes etc .
- ◆ Responding to the RFPs/EoIs in co-ordination with Sales Teams.
- ◆ Complete ownership for solution from RFP till proposal submission & order closure, keeping the activities strictly in accordance with the organizational processes & guidelines.
- ◆ Organizing pre and post bid meetings to ensure timelines.
- ◆ Preparing Compliance Statements for RFP documents.
- ◆ Identifying & exposing the potential risks in SOW, SLA's or KPI's in contracts and organizing internal discussions to decide proposal strategies.
- ◆ Leading the closure of AMC Contracts/MOUs with vendors/ partners and managing the documentation.
- ◆ Cost Estimation and Pricing analysis based on market price and competition data.
- ◆ Defining best practices to be adhered during operational process.
- ◆ Positioning the Infrastructure build and Consulting Portfolio to the key influencers in organizations.
- ◆ Responding to the RFPs/EoIs in co-ordination with Sales and Legal & Finance Teams.

- ◆ Complete ownership for service solution from RFP till proposal submission & order closure, keeping the activities strictly in accordance with the organizational processes & guidelines.
- ◆ Organizing pre and post bid meetings to ensure timelines.
- ◆ Preparing Compliance Statements for RFP documents.
- ◆ Identifying & exposing the potential risks in SOW, SLA's or KPI's in contracts.
- ◆ Developed & showcased best practices in project management, design & estimation, scheduling, and budgeting of turnkey integrated ICT-ELV projects.

Etimad Holding: Al Fahad Smart systems – Abu Dhabi, UAE
Technical Projects Manager, Mar'08- Aug'2012
www.etimad.ae



Key Responsibilities:

- ◆ Design & Execution in coordination with consultants for on-going projects & pre-actively plan for next phase of projects.
- ◆ Develop project charter, project planning documents, project execution, project monitoring & controlling and closing project documents (ITP, ATP, ATR and Handover)
- ◆ Spearheaded a team of over 100 employees and worked on deadline-oriented project planning / project methodology
- ◆ Liaised with vendors, subcontractors for timely accomplishment of project deliverables in line with project specifications
- ◆ Drafted weekly progress reports for key stakeholders, compiled progress reporting to project sponsor and client every week of the project life cycle
- ◆ Coordinating internal resources and third parties/vendors for the flawless execution of projects
- ◆ Arranging techno commercial meeting with client, contractor & make commercial comparison, contractor finalization
- ◆ Interfacing and regularly meet with client/consultants and vendor representatives, conduct internal staff meetings , ensuring the progress of project in accordance to schedule, allotted man-hours and budgeted costs is on track
- ◆ Managed preventive & Corrective maintenance planning, scheduling and supervising subcontractors and renovation projects
- ◆ Reviewed and approving monthly client invoices.
- ◆ Performed site inspection and necessary measurements for new installations
- ◆ Negotiated contract terms to meet both client and company needs and performed annual technical reporting and service improvement planning.
- ◆ Organizing the preparation of equipment and material specifications and data sheets, including the preparation of Single Line Diagrams, Schematic Diagrams and Lay-out/IFC Drawings.
- ◆ Solution/Technical Consultant

Key Responsibilities:

- ◆ Worked as Technical Consultant for Ministry of Interiors, Abu Dhabi –Integrated security surveillance project for all hotels in Abu Dhabi- around 130 hotels connecting all hotels using MPLS Network provided by ETISALAT, followed by the regulations by MOI
- ◆ Drafted Proposals, Project Management Plans, Project Charter, Risk Assessment Plans, Specifications, RFPs & Tenders
- ◆ Managed site selection and layout; defined design criteria, completed initial planning and cost estimates and trained end users for managing the control room after commissioning.
- ◆ Coordinated with local planning, operating, finance, and legal organizations to meet local requirements and created positive relationship with community and civic leaders.

Education & Credentials

B.E in Electronics & Communication from university of Kashmir, J & K, India
(Grade A, University)



Professional Trainings Attended

- ◆ PMP Project Management Professional
- ◆ CCNA (Cisco Certified Network Associate)
- ◆ Optical Fiber Landscape Solutions Trainings Corning Cable Systems EMEA
- ◆ Optical Fiber Fusion Splicer Optic Splice
- ◆ LID/OTDR OV 1000 /LTK 400 Training Corning Cable Systems EMEA
- ◆ Access Control Systems from Lenel Systems International, Inc.
- ◆ AXIS Training Certification from AXIS Communications
- ◆ OHSAS – 18001 (Occupational Health and Safety), Abu Dhabi, UAE
- ◆ Primavera P-6 from CAD Center – India
- ◆ Gallagher/Cardax Access Control, Lebanon in 2013
- ◆ Avigilon System from Dubai, UAE in 2014
- ◆ RTLS – Real Time Location System from Qatar-Doha in 2017 (Stanley – United States)



Country of Experience

- ◆ India, UAE, Saudi Arabia, Qatar.

Personal Details

- ◆ Date of Birth: 23rd June 1984
- ◆ Languages Known: English, Hindi, Urdu & Arabic
- ◆ Passport No.: N8930558 (Valid Till – 21/06/2026)
- ◆ Nationality: Indian
- ◆ Marital Status: Married.
- ◆ No. of Dependents: 2
- ◆ Visa Status: NA
- ◆ Driving License: India & United Arab Emirates

(Refer to Annexure for Projects)

Annexure (Projects Undertaken)

Lead - Program Manager (Design & Operations), Awdit Systems Pvt. Ltd.- Gurgaon (HR), INDIA **May'21 - Nov'21**

Projects#

- Delhi Safe City- Delhi Safe City – 12000 AI Enabled Cameras for Safety & Security of citizens (AI Analytics Platform, ANPR, FRS).
- Bengaluru Safe City - 10000 AI enabled cameras for Safety and Security of Citizens (Facial Recognition, ANPR, Other Women and Children Safety analytics)

AGM: Presales & Operation, Spiktel Technology Pvt. Ltd., New Delhi-India

Oct'18 - Apr'21

Projects#:

- Integrated CCTV Surveillance Project: Rishi Ganga Hydro Power Plant: Kundan Group.
- SITC of OPGW & ADSS Project: KSEB-Kerala State Board Electricity Department.
- Smart Transmission Network & Asset Management System: ZTT India Pvt Ltd for RVPNL.
- OFC Network Connectivity – Airport Authority of Mumbai, Juhu.
- OFC Network Connectivity-DRDO Chandipur, India.
- CCTV Project DRDO Hyderabad.
- OFC Communication project – Airforce Coimbatore.

Projects Manager (ELV Department), QMEDIC W.L.L., Doha, Qatar

Feb'17 - Jun'18

Projects#:

- Hamad General Hospital Projects, Doha-Qatar
- Hamad Women Emergency & Trauma Hospital Project, Doha-Qatar
- SIDRA Medicine – Research Center, Doha-Qatar
- Al Emadi Hospital, Doha-Qatar
- Royal Medical Center, Doha-Qatar
- Qatar University, Doha-Qatar

Technical Project Manager, Hyoon Security System, Riyadh, Saudi Arabia

Feb'13 - Sept'16

Projects#:

- Riyadh National Museum (KSA, Riyadh)
- Multiple Defense Projects (Ministry of Interior, KSA, Riyadh)
- Royal Saudi Embassy Projects (Ministry of Foreign Affairs, West Africa & Lebanon)
- Riyadh Municipality Project

Project Manager, Etimad Holding - Al Fahad Smart Systems, Abu Dhabi, UAE

Mar'08 - Aug'12

Projects#:

- International Airport CCTV Surveillance and Advanced Optical Fiber Network Design Set-up, Configuration & Integration, Maintenance, Troubleshooting in UAE
- UAE Defense & Border Projects – (Armed Forces)
- Design, Installation and Integration of Surveillance System for Smart City Surveillance Project, Abu Dhabi – UAE
- Managed projects in multiple countries with proper project management in turn delivered within the time frame; this included multiple projects.