

Program Manager – IT Director – Software Technologist

Head of Software Programs, Software Product Management and IT Services

Strategic Direction, Revitalizing IT Services, Software Processes & Team Building

Software Business Building / Software Product Strategy / Client Relationship Management / Development Management / Business Analysis / Software Development Lifecycles / IT Budgeting / Outsourcing / Team Building (Design, Development, QA)

Branding / Desktop, Distributed and Web Applications / Web Services / Software Product Marketing / Technical Project Management / Small to Medium Businesses and Enterprise Markets / Microsoft .NET, Microsoft Dynamics and LAMP

ACCOMPLISHMENTS

Over **09 years** experience in the software industry – led the development of **8 software products** in many different application areas including Networking, Messaging, ERP, CRM, Payment Processing, Hotel Management, Internet Marketing and more – **program managed at 3 IT companies** – currently managing a successful Danish **software services company**

Successfully negotiated and executed a **B2B management consultancy** contract that established client's regional office; including development of InfoQuest (a software services client) from **2 contractors to 12 contractors** in less than 4 months

Proven Product Manager - managed the ReachPlus Alerts product – a secure messaging product with over **200 enterprise customers on 3 continents**

Program managed 30+ personnel across four departments (ERP, Software, QA and Design)

Proven Team Builder - having repeatedly built great software teams in quick time; **30+ at DataFocal systems; 15+ at Norvida**

Successfully managed company diversification into **Microsoft Business Solutions** - founded ERP department focused on **Microsoft Dynamics Navision** - for servicing large US Mobile Reseller, Simply Wireless

Founded and managed QA department introducing formal QA practices across all running projects

Founded Internet Marketing department servicing **SEO and Business Writing** for Clary Business Machines

Evolved and matured key contracts with potential clients

Mastering LS Retail (ERP Solution), Landsteiner, Iceland

2006-2007

Microsoft Navision Training, Microsoft, Dubai

2006

Advanced Concepts in Project Management, Project Management Society

2004

M.Sc. Computer Science, National Institute of IT

1999

EXPERIENCE

NORVIDA, Country Manager, Program Manager & Chief Technologist, Innovative Model for Outsourced Software Services

2008-Present

Drive Sustained Business Growth. Build Business Plans and IT Services plans. Nurture and mature deals

Develop and Manage client relationships. Build technical teams. Formalize, explain and implement Software Development Lifecycle processes

Technical and Operational Management of the Company; Revenue projections and Budgeting

INTAGLEO, Project Manager, Solutions Architect, Software Product Consultancy & IT Services

2007-2008

Matured deal with major Data Storage services vendor to provide software services for client's storage management product based on IBM's Tivoli Storage Manager; Managed said engagement. Developed business proposals and project plans; successfully project managed payment processing system involving complex vendor and partner relationships; Made key technology analyses and choices and liaised with vendors to specify and formalize web service definitions

INTELLISPIRIT SOLUTIONS, Program Manager, IT Director, Technology Start-up, Product and IT Services

Mar-Oct 07

Performed market analyses and product placement planning; built the core technical team and managed product development for a revolutionary new Internet Marketing product. Expectation management with stakeholders and investors; Technology selection and solution framework oversight

Review of potential intellectual property related issues; product pricing analysis and recommendations; prepared report on marketing channels

DATAFOCAL, Program Manager, Sr. Project Manager, Full Service IT Solutions Company

2005-2007

Managed a successful, secure messaging product; Formed and Managed Certified Partner relationship with Microsoft

Program managed teams totaling 40+ including project managers, software engineers, QA engineers and technical writers.

Matured client agreements and developed revenue projections. Managed software development services including e-commerce solutions, ERP customization for Microsoft Dynamics Navision, web and distributed development services for a half-a-dozen customers in a variety of business domains

INFOLOGIC, Project Manager, Solutions Architect, Technology Start-up

Feb-Oct 05

Specified, designed and managed web-based CRM solution; collaborated on feature-set selection and planned product releases

Built and managed development team; identified product modules and managed development as well as test planning

DATAFOCAL, Project Manager, Technical Lead, Full Service IT Solutions Company

2001-2005

Project managed on successful Outlook-to-PDA Synchronization product; generated new business through referrals and proposal development

Performed employee performance reviews. Client liaising to specify software requirements; technology decisions based on client needs

Led the development of ReachPlus Alerts; secure messaging product. Led the development of over a dozen software solutions

Core developer for Business Messenger, an all-in-one Instant Messenger; Developed business proposals and plans, and technical documentation

CLIENT REFERENCES

INFOQUEST GROUP, SWEDEN (*Virtual Concierge for Hotels*)

Worked with this client while Program Manager at Norvida. Work included contract negotiation and finalization, product roadmap development, team building and product-program management.

"Nas has a brilliant mind, the lightning fast ability to analyze situations and conversations on his feet. He has strong technical background and excellent business acumen. He has been an extremely valuable asset towards achieving our goals."

-Salman Khan, Program Manager, InfoQuest Group, Sweden

RE5, DENMARK, (*Clinic Workflow Management System*)

Managed for this client while Program Manager at Norvida. Performed account management, team building and overseeing project management activity

SIMPLY WIRELESS, USA (*Major Mobile Reseller, ERP Implementation*)

Worked with this client while Program Manager at DataFocal. Founded ERP department to service the client's Microsoft Navision implementation development, team building, product analysis, design and development

"I have worked with Nas for more than year on different projects ranging from SEO to LS retail POS implementation. He is logical, hard working, committed and [a]brilliant professional. He has provided value added services on all the projects he worked on. I highly recommend him for any challenging task in Software development with commitment dedication and honesty."

- Chaudhry Ibrahim, IT Director, Simply Wireless, USA

ONEBIGTENT, USA, (*Payment Processing System like PayPal*)

Worked with this company while Project Manager at Intagleo. Involved in project management and relationship management with vendors and partners

SILVERSTRING, UK, (*Storage Management product based on IBM's Tivoli Storage Manager*)

Managed for this client while Project Manager at Intagleo. Helped finalize contract and matured proposal for on-going engagement

NUAXIS, USA (*Systems Engineering and Integration Services*)

Managed for this client while Program Manager at DataFocal. Managed development of an involved intranet system for this company

"Nas has a keen and current sense of search engine optimization and internet marketing. Over the years he has amassed a wealth of knowledge in the area of internet marketing and can prove to be a critical factor in the success of any SEO effort."

Raza Latif, Director, Corporate Development, NuAxis, USA

CLARY BUSINESS MACHINES, USA (*Office Equipment Reseller*)

Managed for this client while Program Manager at DataFocal. Oversaw development of ecommerce products and services for Clary

TEKALIGN, USA (*Secure Messaging Product*)

Managed for this client while Program Manager at DataFocal. Managed THE development of ReachPlus Alerts, tekAlign's flagship secure messaging product with several Fortune 500 customers

"I found Nas to be an excellent developer with great attention to detail. His "do it right the first time" approach really helped us in creating a successful software product."

Sharjeel Aziz, Executive Director, tekAlign.com, USA