HASSAN HARITH SHARIF HUSSEIN



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PROFILE

Experienced IT and ELV professional with over 15 years of expertise in networking, server infrastructure, enterprise applications, CCTV systems, structured cabling, smart systems, and data center infrastructure. Skilled in designing, implementing, and managing integrated technology solutions, including CCTV, access control, UPS, CCU systems, environmental monitoring, and mission-critical infrastructure.

Strong background in project management, operations management, strategic planning, vendor management, and client relationship management. Experienced in capacity management, asset management, technology lifecycle management, and infrastructure optimization to ensure scalability, reliability, and business continuity.

Certified in CCNA, Microsoft Technologies, and VMware Data Center Virtualization with hands-on expertise in IT infrastructure, networking, virtualization, smart technologies, and digital transformation solutions.

CAREER OBJECTIVE

To obtain a senior technical or management position within a progressive organization where I can utilize my expertise in IT infrastructure, ELV systems, smart technologies, and operational management to contribute to business growth, digital transformation, and operational excellence.

KEY SKILLS

- Self-motivated and continuous learner passionate about new technologies.
- Quickly adapts to emerging technologies and business environments.
- Strong problem-solving, communication, and teamwork skills.
- Interested in AI, IoT, smart systems, and digital transformation.
- Able to manage multiple tasks and projects efficiently.

WORK EXPERIENCE

Technical Sales Manager | 2026 – Present

MYB Advanced Technology Systems, Abu Dhabi, U.A.E

- Drive technical sales for ELV, ICT, data center, networking, security, and audio-visual (AV) solutions.
- Identify and develop new business opportunities, build a sales pipeline, and pursue prospects and existing accounts.
- Understand client requirements and recommend suitable solutions that meet technical needs and budget expectations.
- Prepare and present technical and commercial proposals, solution architectures, cost estimates, and tender submissions.
- Manage the sales cycle from lead qualification and client meetings through presentations, demonstrations, negotiations, and contract award.

- Build and maintain relationships with clients, consultants, contractors, vendors, and other stakeholders.
- Coordinate with engineering and commercial teams to ensure proposed solutions are technically sound, competitive, and deliverable.
- Conduct site surveys, technical assessments, and feasibility studies to support solution development and sales proposals.
- Provide technical leadership during client presentations, solution demonstrations, and commercial negotiations.
- Track sales targets, pipeline activity, forecasts, and opportunity progress.
- Prepare sales reports, forecasts, and opportunity updates for senior management.
- Contribute to business growth through technical consulting, strategic client engagement, cross-selling, and account development.

Technical Manager | 2025 – 2026

White Matter Systems, Abu Dhabi, U.A.E

- Lead the technical function across ELV, ICT, networking, security, AV, and smart systems solutions, setting technical direction, standards, and best practices.
- Design and validate system architectures for CCTV, access control, structured cabling, networking, data center, and smart automation projects.
- Review consultant specifications, tender documents, and drawings, and prepare compliant technical proposals, solution designs, BOQs, and compliance statements.
- Provide pre-sales technical support, including site surveys, technical assessments, product selection, solution presentations, and client demonstrations.
- Evaluate vendors, products, and technologies to select reliable, cost-effective solutions aligned with project requirements and budgets.
- Prepare and approve technical submittals, material approvals, shop drawings, method statements, and as-built documentation.
- Oversee installation, configuration, integration, testing, and commissioning of ELV and ICT systems to ensure quality and specification compliance.
- Lead troubleshooting and resolution of complex technical issues, acting as the main technical escalation point for clients and site teams.
- Supervise, mentor, and develop engineers and technicians, assigning technical resources and conducting training to build team capability.
- Coordinate with consultants, contractors, suppliers, and internal teams on technical clarifications, RFIs, interfaces, and design changes.
- Ensure compliance with industry standards, authority requirements, manufacturer guidelines, HSE regulations, and quality procedures.
- Manage preventive and corrective maintenance programs, AMC technical support, and system upgrades to maintain reliability and performance.
- Plan technology lifecycle, capacity, and infrastructure upgrades to support scalable, secure, and future-ready client systems.

- Introduce emerging technologies, including AI, IoT, and smart building solutions, to strengthen the company's service offering and competitiveness.
- Support business development and senior management by translating technical solutions into commercial value and strategic growth opportunities.

Sr. Projects Engineer | 2024 – 2025

Flip Smart Systems, Abu Dhabi, U.A.E

- Manage ELV and smart systems projects from initiation to completion.
- Design and implement smart automation, CCTV, AV, ICT, and structured cabling systems.
- Coordinate with consultants, contractors, suppliers, vendors, and clients to ensure smooth project execution and daily operations management.
- Manage vendor relationships, procurement coordination, and subcontractor performance.
- Prepare technical proposals, BOQs, RFIs, project schedules, and technical documentation.
- Conduct system testing, commissioning, troubleshooting, DR drills, BCP procedure implementation, and project handover.
- Manage operations, resource allocation, and ensure compliance with project timelines and quality standards.
- Perform capacity management and infrastructure planning for scalable and reliable system performance.
- Develop strategic plans for technology implementation and business growth initiatives.
- Manage technology lifecycle processes, including upgrades, maintenance, migration, and system optimization.
- Support business development activities and identify emerging technology opportunities.
- Implement AI, IoT, and digital transformation solutions to enhance operational efficiency and smart infrastructure.

Projects Engineer | 2019 – 2024

Al Mazroui & Partners L.L.C, Abu Dhabi, U.A.E

- Delivered networking and IT infrastructure solutions, including network design, installation, configuration, and optimization for reliable business operations.
- Designed, installed, and configured IP-based CCTV systems, VMS platforms, and storage solutions to enhance security infrastructure.
- Specialized in environmental monitoring systems, including temperature, humidity, and liquid detection solutions for mission-critical environments.
- Developed data center physical infrastructure designs, including UPS systems, CCU systems, raised flooring, and cooling solutions.
- Conducted site surveys, technical assessments, and RFP evaluations while preparing technical proposals and solution designs tailored to client requirements.
- Managed project coordination, implementation, testing, commissioning, and client handover to ensure successful project delivery and customer satisfaction.
- Supported team development through technical coaching, product training, and knowledge sharing to enhance operational and sales capabilities.

- Prepared technical submittals, tender proposals, project evaluations, and client account documentation while maintaining strong customer and vendor relationships.

Senior Support Engineer | 2015 - 2019

Al Mazroui & Partners L.L.C, Abu Dhabi, U.A.E

- Provided comprehensive networking services including design, installation, and maintenance for client systems.
- Installed, configured, and troubleshot network devices like switches, routers, firewalls, and IP telephony systems.
- Offered remote technical support to resolve hardware and software issues promptly.
- Conducted client visits for IT infrastructure deployment and troubleshooting.
- Created technical documentation for tenders and quotations.
- Supported end-users with PC issues, email configurations, and other IT tasks.
- Prepared laptops, desktops, and phones for production, managed inventory, and tracked company assets.

Support Engineer | 2011 - 2015

Al Mazroui & Partners L.L.C, Abu Dhabi, U.A.E

- Providing networking, design, installation, and maintenance services.
- Installation, configuration, and troubleshooting of Network Active Devices like Switches, Routers, Firewalls, and IP Telephony.
- Resolving the issues over the telephone and by email.
- Visit client sites to perform installation, deployment, and troubleshooting
- Preparing technical product literature for tenders and quotations as advised.
- Provide technical support for clients needing help and assistance for their pc, reset password, emails, printer, install applications, Cisco phones, and BlackBerry email configuration, VPN Access, and Public folder permissions; canvas prices and quotations, etc.
- Prepare laptops/desktops, Cisco Phones, Black Berry for production; maintain inventory and keep track of all the in and outs of all the company's assets; Prepare and update IT Request forms.
- consultation, and guidance on system upgrades and maintenance.

Network Support Engineer | 2009 - 2011

Al Waad Group, Khartoum, Sudan

- **Systems Administration:** Administered internal systems, including routers and switches, ensuring smooth daily operations for the company's network infrastructure.
- **Network Equipment Support:** Provided technical support for network equipment, performing installations, troubleshooting, and routine maintenance.
- **Documentation and Vendor Coordination:** Created design documents for network configurations and collaborated with subcontractors for project implementation, ensuring quality and adherence to project standards.

EDUCATION

Bachelor of Electrical & Electronic Engineering (Honors)

University of Science & Technology (UST) – Sudan | 2004 - 2009 (First Class GPA 3.61)

CERTIFICATIONS AND COURSES

- Cisco Certified Network Associate (CCNA), CCNA-Voice
- Microsoft Certified Technology Specialist, Active Directory, Network Infrastructure Configuring
- VMware Certified Associate – Data Center Virtualization
- Project Management Professional (PMP) Course

LANGUAGES

- Arabic (Native)
- English (Fluent)