


<b>Naushad Ahmad</b> <b>(Head – IT &amp; SALES)</b> <b>Experience: 18+ Years (India)</b>	Residence ✉	N-12406,JP AMAN Sector 151,Noida Expressway, Noida-201301	
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## OBJECTIVE

Seeking career enhancement opportunities to utilize my skills and knowledge acquired in the domain of Software Development & Project Management.

## PROFESSIONAL AND ACADEMIC EDUCATION

Particulars	Institute / University / Board		
<b>Masters - MCA (Master of Computer Application) 70% -2005</b> Master – MSc(Mathematics)	<b>UP Technical University Lucknow</b>		
<b>Graduation - BSc (Bachelor of Science) -2002</b>	<b>Lucknow University</b>		

## KEY COMPETENCIES AND STRENGTHS

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| <ul style="list-style-type: none"> <li>❖ Oversee system integration, data migration, and platform customization activities.</li> <li>❖ Coordinate with cross-functional teams including developers, designers, and marketing strategists to deliver cohesive solutions.</li> <li>❖ Lead the planning, execution, and successful delivery of multiple projects and Other Application.</li> <li>❖ R&amp;D latest tech advancements to provide strategic insights and recommendations for implementation &amp; maintaining our technological requirement.</li> <li>❖ Project Planning &amp; Execution, Agile &amp; Waterfall Methodologies,</li> <li>❖ Stakeholder Communication, Risk Assessment &amp; Mitigation</li> <li>❖ Quality Assurance &amp; Testing, Team Leadership &amp; Development</li> <li>❖ IT Infrastructure &amp; Software Development</li> <li>❖ Domain Expertise like Education, Real Estate, Hospitality, Travel Tourism, Ecommerce, ERP, CRM</li> </ul> | <ul style="list-style-type: none"> <li>❖ Performing routine checks &amp; Ensuring systems are stable and operate efficient able to identify, diagnose, and resolve computer bugs and issues.</li> <li>❖ IT Infrastructure: network management, cloud computing azure, databases, (SAP B1, SAP ERP) basic knowledge.</li> <li>❖ Project Management Tools: [e.g., Microsoft Project, JIRA, Trello, Asana]</li> <li>❖ Tools: .Net, C#, asp.net core, ReactJS19, Hooks, Web API, Node.js, PHP, Java Script, SDLC, STLC etc.]</li> <li>❖ Good relational database concepts and strong knowledge in SQL/T-SQL like SQL SERVER, ORACLE, MYSQL etc.</li> <li>❖ Other Tools: Selenium, NUnit, RESTful API, Postman, SEO, SMO, GA etc.</li> <li>❖ Methodologies: [e.g., Agile, Waterfall]</li> <li>❖ Other Tools: [e.g., Microsoft Office Suite, MS Excel]</li> <li>❖ Prepares and installs solutions by determining and designing system specifications, standards, and programming.</li> </ul> |
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## PROFESSIONAL EXPERIENCE – VI

**Company Name:** *HR Software Solutions Pvt. Ltd*

**Role:** **HEAD-IT & SALES**

From Jan 25 to Till Now

**Responsibilities:** Team Management, Resource Allocation, Conciliation & Risk Mitigation, Cross team management (Development, QA, SEO), Client Handling, Development, Integration, Maintenance etc.

### Brief Description of Role

*HR Software Solutions Pvt. Ltd*, The Head (IT & Sales) is responsible for leveraging technology to accelerate business growth, managing IT infrastructure, driving sales performance, and ensuring the company stays competitive in a digital-first world.

### Information Technology (IT) Leadership

- Develop and implement the organization's IT strategy aligned with business goals.
- Oversee IT infrastructure, software development, ERP/CRM, cybersecurity, and cloud solutions.
- Lead digital transformation initiatives using AI, Data Analytics, IoT, and emerging technologies.
- Manage IT budgets, vendor relations, and technology partnerships to optimize costs.
- Ensure data security, compliance, and IT governance across systems.
- Support e-commerce portals, mobile apps, and digital platforms for seamless customer experiences.
- Continuously evaluate new technologies to maintain a competitive edge.

### Sales & Business Development

- Define sales strategies, targets, and business plans for revenue growth.
- Drive IT-enabled sales models (CRM automation, digital sales platforms, lead generation tools).
- Build and maintain relationships with clients (B2B/B2C/MNCs/SMEs).
- Identify new market opportunities and develop innovative go-to-market strategies.
- Collaborate with marketing to run digital campaigns, leveraging SEO/SEM, social media, and performance marketing.
- Negotiate and close high-value deals, contracts, and partnerships.
- Monitor sales KPIs, customer satisfaction, and retention metrics.

### Team & Cross-Functional Leadership

- Lead and mentor cross-functional teams in IT, pre-sales, and business development.
- Build synergy between IT and Sales departments to ensure technology supports business targets.
- Train sales teams on digital tools, CRM usage, and data-driven decision-making.
- Foster a culture of innovation, collaboration, and high performance.

### Strategic & Executive Leadership

- Act as a key member of the executive management team, reporting to the board/CEO.
- Translate business goals into technology and sales strategies.
- Align IT roadmaps with sales forecasts and market expansion plans.
- Represent the company at industry events, conferences, and client meetings.

PROFESSIONAL EXPERIENCE – V

**Company Name:** AZA ENTERPRISES Inc

**Role:** Technical Head- Entrepreneur

From Aug 2019 to Till Now

**Responsibilities:** Team Management, Resource Allocation, Conciliation & Risk Mitigation, Cross team management (Development, QA, SEO), Client Handling, Development, Integration, Maintenance etc.

Brief Description of Role

Project management consultancies and consultants help make the construction process more effective and efficient even during construction phase. Management Consultancies indulge in construction project activities such as assisting and supporting design development, project management, work inspection, sustainability suggestions, contract administration and advising on how to develop the project with following functionalities like Project/Work Management, Material Management, Labour & Payroll Management, Issue Management, Reports and Dashboard.

Brief Roles & Responsibilities

1. Managing the end-to-end process for new applications and changes to existing systems
2. Identifying opportunities to improve and update software and systems.
3. Regularly checking network and data security, and implementing security policies.
4. Designing training programs and workshops for staff
5. Managing annual budgets for the department and reporting such information to senior management
6. Aligning IT infrastructure with current and future business requirements and goals
7. Identifying organization’s effectiveness and efficiency by defining, delivering, and supporting strategic plans.
8. Leading the cross team management i.e. development, Testing(QA), Digitalization (SEO, SMO et)

#### PROFESSIONAL EXPERIENCE – IV

**Company Name:** NICSI(National Informatics Center Services Inc) (On payroll of Velocis Systems(P) Ltd.)

**Role:** Tech Lead

**From:** May 2016 to May 2017



**Project Title:** Legal Information Management & Briefing System(LIMBS)

**Tools:** ASP.NET, classic asp, SQL Server 2012, web service, ajax, jQuery, JSON, datatable, bootstrap

**Responsibilities:** Design/Development/Monitoring / Maintenance

Brief Description of project

Legal Information Management & Briefing System (LIMBS) is a web-based portal developed by Department of Legal Affairs, Ministry of Law & Justice for monitoring and handling of various court cases of Govt. Departments and Ministries. Joint Secretary (Revenue), Department of Revenue is the Nodal Officer of DoR for LIMBS. Commissioner, Directorate of Legal Affairs (DLA) has been nominated as the project coordinator for LIMBS in CBIC. Cases pertaining to Supreme Court are uploaded & updated on LIMBS by DLA.

Responsibilities: As an Tech Lead, I am responsible for the following:

- ❖ Creating functional documents, technical documents and mock-ups for the application.
- ❖ Writing complex functionality in stored procedures, cursors and schedulers using SQL Server.
- ❖ Attend client call understand the requirements and update work status to client.
- ❖ Monitoring of Applications and Servers.

#### PROFESSIONAL EXPERIENCE – III

**Company Name:** TRANSWEB INC(NOIDA, India)

**Websites:** www.transwebtutors.com ,www.askiitians.com

**Role:** ASST.MANAGER

**From** Feb 2009 to Oct 2012

**Project Title:** TRANSWEBTUTORS ,ASKIITIANS

**Tools:** C#, ASP.NET, WCF, Web service, bootstrap,xml,jquery,CSS, SQL Server 2012-15,oracle

**Responsibilities:** Team Management, Design, Development, Maintenance

URL: [www.transwebtutors.com](http://www.transwebtutors.com) , [www.askiitians.com](http://www.askiitians.com)

Brief Description of project

TransWebTutors.com is the world leader with regard to online & collaborative learning processes and learning enhancement and educational services.

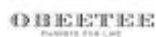
#### PROFESSIONAL EXPERIENCE – II

**Company Name:** OBEETEE PVT LTD (Mirzapur ,UP, India)

**Website :**www.obeetee.com

**Role:** "SR. EXECUTIVE OFFICER"

**From** Oct 2007 to Jan 2009



**Project Title:** www.obeetee.com

**Tools :** N-tier Architecture & Web Portal (C#, ASP.NET, Web Service, Classic ASP,VB Script,AJAX, XML, JavaScript, HTML, CSS and SQL Server 2008-12)

**Company:** OBEETEE PVT LTD

**Responsibilities:** Design / Development/ Testing

Brief Description of project

Obeetee is a world leader in handwoven carpets; a dynamic, creative and ethical company that is driven by design excellence, quality craftsmanship and process innovation.

Responsibilities: As a DOT NET Developer, I am responsible for the following:

- ❖ Design, development and testing of application
- ❖ Written stored procedures, scalar valued functions using SQL in SQL SERVER 2008
- ❖ Used Java Script, JQuery for client side validation of web forms

#### PROFESSIONAL EXPERIENCE – I

**Company Name:** GENISYS CYBERINFO SYSTEM PVT LTD(GENISYL) (Delhi , India)

**Role:** SOFTWARE ENGINEER

From July 2005 to Sep 2007

**Tools:** N-tier & Web Portal (Classic ASP,VB Script,C#, ASP.NET, AJAX, XML, JavaScript, HTML, CSS and SQL Server 2000-05)

**Responsibility:** Development / Testing/Development

#### Brief Description of project

Responsibilities: As a DOT NET Developer, I am responsible for the following:

- ❖ Extensive experience with analysis, design, development and implementation of software applications.
- ❖ Experience of working in all phases of SDLC and following Agile Development Methodology (Scrum) in project development.

#### PERSONAL DETAILS

Father Name	Mr.Zainul Abedine
Date of Birth	Jan 01, 1981
Nationality	Indian
Languages	English, Hindi
Marital status:	Married
Gender:	Male

#### DECLARATION

I declared that the above statements are true to the best of my knowledge and belief.

Date:

Place:

(Naushad Ahmad)