SYED MUZAMMIL HUSSAIN

Tech Consultant | Pre-Sales & Post-Sales Expert

Phone: +92-304-146-7839
Email: syedmuzammilhussain.shamsi@gmail.com
LinkedIn: https://www.linkedin.com/in/smuzammil-shams
Address: Multan, Pakistan (Willing to relocate)

SUMMARY

Seasoned Tech Consultant with over 5 years of diverse IT experience, specializing in Pre-Sales and Post-Sales consulting. Expertise in IT Services, SaaS, Cloud, and Security solutions. Proven track record in bridging innovative IT solutions with business needs, driving digital transformations, and helping products find their ideal audiences. Skilled in Agile Project Management and adept at delivering tailored solutions that enhance customer experiences and drive business success.

CORE COMPETENCIES

- Pre-Sales & Post-Sales Consulting
- Cross-functional Team Leadership
- Client Relationship Management
- Cybersecurity & Network Architecture
- Strategic Planning & Risk Management
- Data Analysis & ETL Processes
- IT Services & SaaS Solutions
- Cloud Computing & Security
- Digital Transformation Strategy
- Agile Project Management
- Software Engineering & SDLC
- Business Development
- Technical Trainings
- Product Positioning
- Stakeholder Management

WORK EXPERIENCE

Freelance Tech Consultant | Various Startups | Jan 2024 - Present
- Strategically position and sell technology products and services for startups
- Identify client needs, craft compelling proposals, and demonstrate product value
- Guide businesses through digital transformation with focus on robust, secure architectures
- Lead cross-functional teams to deliver projects efficiently using Agile methodologies

Director & CEO | SnS Giants | Mar 2022 - Dec 2023
- Led research-driven development projects and managed comprehensive stakeholder engagements
- Oversaw business development activities, including client meetings and presentations
- Implemented strategic planning and project management processes, improving operational efficiency by 30%

Product Support Engineer | I2c Inc. | Jun 2021 - Dec 2021
- Provided critical Pre-Sales and Post-Sales support for a leading payments processor company
- Managed client interactions and ensured seamless data processes
- Utilized OTRS ticketing system, Office 365, and SQL for efficient problem resolution

Software Engineer (Freelance) | May 2018 - Jun 2021
- Completed over 100 programming projects for SMEs
- Developed expertise in C, C++, Java, Python, and MERN stack
- Managed client relationships and business development activities

EDUCATION

Executive MBA | Next MBA (Online/Part-time) | 2024 - 2025 (In progress)
MS in Computer Science | ITU Lahore | 2020 - 2022 (Coursework Only)
M.Sc. in Computer Science | University of the Punjab | 2017 - 2019

ADDITIONAL INFORMATION

- **Technical Skills**
  - Programming Languages: C, C++, Java, Python, MERN Stack
  - Tools & Technologies: Cloud, Cybersecurity, Database Management, SDLC, Office 365, SQL
- **Languages:** English (Fluent), Urdu (Native), Saraiki (Native)
- **Certifications (Coursera):** Google Project Management Certification, Deep Learning Certification by DeepLearning.AI