

*This CV is anonymous for security purposes - In order to obtain access to this candidate, you must be an identified business*

## ECM Consultant

I want to be an expert consultant in ECM solutions, regardless the brand

I am An Egyptian software Engineer wants to

1. work with the largest ECM vendors.
2. be involved in big ECM projects.
3. be a Team Leader for ECM projects after 3 years, and IT Manager after 6 years from now.
4. be an ECM Consultant at ECM Vendor Firm.
6. have my own Software Company for Document Solutions.

And of course I want to be rich enough to have my own villa :) and help poor poeple.

## Work experience

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Since  
June 2008

### SharePoint Specialist

**Mission:** Certified SharePoint 2007 Specialist, installing , configuring and supporting the Integration of ecspan Enterprise Content Services to SharePoint.

Since  
June 2007

### ECM Consultant

**Mission:** Provide consultation, pre-sales and implementation for projects related to Enterprise Content Management

**Means:** Current Job Responsibility:

Requirements gathering and analysis

Presales, Implementation, Project Management & Support.

Preparation of Business Functional Requirements Document, Solution Design Document and Proof of Concept for ECM

Requirements workshops with key users.

Implementation, Configuration for many projects of ECM products.

Providing presales support including product demonstration, product and solution training, as well as helping the sales executives close business deals and obtain the revenue target.

Identifying and defining the prospect's business requirements, needs, and objectives.

Supporting the sales team especially in designing solution architecture for bespoke applications, technical presentations, and demos of products.

Addressing inquiries concerning system software and applications and provides valuable suggestions to the prospects.

Requirements gathering and analysis

**Appraisal:** At Yearly basis, and according to sales income and the division achievements.

June 2008  
June 2010

### **Software Engineer**

Naser Al-Sayer Communications Co.

**Mission:** Senior different ECM Systems Architect role and on site representative at many Kuwait ministries.

Acted as a liaison for the client with ECM vendors, provided Saperion 6.0 , ecspond and other canon solutions support and mapped the upgrade path to Saperion 7.0 .

**Means:** Acted as a lead member for the Customer Support Services team handling multiple accounts (specially governmental sector)

Supported pre-sales activities, trade shows ,POC's and other marketing and product development activities

Provided expert level guidance and support on Saperion and canon product suites, Thereforeand Panagon and supporting tools

Conducted troubleshooting and operational support activities for RSCA customers and internal projects

Provided seamless customer service and promoted consistency within RSCA by institutionalizing efficient and effective support processes

Acted as a liaison with vendors and clients to implement, update and improve client's document and content management systems and maintain a working relationship with concentration on local and state government agencies

September 2006  
September 2007

### **Software Developer**

Naser Al-Sayer Communications Co.

**Mission:** Involved in all aspects of the software life-cycle from analysis, design, development and testing of software prior to installation.

Worked to strict deadlines to ensure that projects were delivered on time and to budget.

Working within a Microsoft development environment, specialised in C#, C++, VB.NET, ASP.NET and SQL Server technologies.

Mentoring of new recruits to ensure that they were inducted into the company culture and work ethic.

Worked on site at leading Banking and governmental customers throughout the Kuwait.

**Means:** An experienced IT Graduate with five years' software development experience within a Kuwaiti pioneer software development environment. With specialist development skills with C#, C++, VB.NET, ASP.NET, SQL Server and .Net, I have a sharp eye for detail and quality and have experience of working throughout the software life-cycle. I am a self motivated individual who is both deadline focused and thorough in my approach to work.

**Appraisal:** I was promoted to Software Engineer, with 25% appraasla in two years.

September 2003  
July 2004

### **Graduation Project**

Faculty of Engineering , Cairo University

**Mission:** Infrared Multimedia Programmable Windows Keypad.

**Means:** Visual C++ project interfacing the serial port with Infrared RX/TX circuit

## **Diplomas and education**

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July 2010  
July 2010

### **Dvelop AG**

ecspond Certified Specialist

**Area of specialisation:** Enlarging SharePoint into a true ECM platform.

June 2010  
June 2010

### **ABBYY sol.**

ABBYY Flixicaputer 9.0 Certified Specialist

**Area of specialisation:** Document OCR Solution

June 2009  
June 2009

### **Canon Middle East**

Introduction to Therefore DMS  
Overview  
Installation and configuration ( Hands On)

**Area of specialisation:** Therefore DMS

June 2008  
June 2008

### **Canon Kuwait**

Introduction to iW  
Overview  
Installation and configuration ( Hands On)

**Area of specialisation:** Archiving Solution

November 2006  
November 2007

### **Network Skills**

Network Cisco Certificate Network Associate CCNA

**Area of specialisation:** Network

July 2007  
August 2007

### **Saperion AG**

Saperion ECM Certified Specialist

**Area of specialisation:** Enterprise Content Management Systems

July 2004  
December 2004

### **High Technology Center**

MCTS C# .Net ,Learning C#  
MCTS C# Windows Application

**Area of specialisation:** Windows Programing using .Net Technology

September 1999  
July 2004

### **Faculty of Engineering, Cairo University**

Bachelor's Degree in Electronics and Communication Engineering

## **Computing skills**

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### **Software**

Visual Studio 2010  
ABBYY Flexicapture  
Saperion  
ecspand  
Sharepoint  
PlanetPress  
Therefore  
Canon iW

### **Languages**

Visual C#, VB.NET, Visual C++, VB script, ASP.NET ,SQL

## **Language skills**

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### **Arabic**

**Speaking competence:** Native speaker, **Written competence:** Native speaker

### **English**

**Speaking competence:** Intermediate, **Written competence:** Fluent

## **French**

**Speaking competence:** Basic level, **Written competence:** Basic level

## **Various**

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### **Brief About My Job Description**

Saperion® ECM specialist, Saperion Customizations and Integration.  
ecspan® ECS(Enterprise content Services for Sharepoint 2010) Specialist.  
ABBYY® OCR FlexiCapture® Certified Specialist, DocForm (Variable Data Printing) specialist.  
Canon Therefore® Certified Specialist  
Customer Presentations, training and following up, Creating business case for new customers and POC upon it.  
Software development using VB Script, Visual C# .NET, Visual C++, ASP .NET and SQL Database Design.

### **Achievements**

- 1.Implementation, Customization and support of Saperion ECM at some customers :  
Private Sector : Installations at Mena Holding, Kuwait Society of Engineers and Hasibat Computer Company.  
Public Sector : Technical Support for all POCs' requested by Kuwaiti Government (CAIT) according to its Specifications for Ministry to Ministry Correspondences and Communications.
- 2.Certifications on Configuring Microsoft SharePoint Services, ABBYY FlexiCapture, Therefore DMS, ecspan ECS, and Saperion ECM.
- 3.Installation of iW Document Management in Gulf Bank of Kuwait, Wataniya and as POC at Paci.
- 4.Bank statement Generation, Archiving and Printing (5 Variable Data Printing Installations KIB, Burgan Bank, MOP, Kuwait Stock Exchange and PACI).
- 5.Watanyia Telecommunications, Customers Bill Generation, Archiving and Printing.
- 6.Interfacing with Canon iW Document Manger to add more functionality Using SDK.

### **Favorite Subjects**

Digital Signal Processing & Industrial Electronics SCADA

### **Personal Info**

Marital Status :Single  
Nationality :Egyptian, Kuwait work Visa permit  
Valid Driving License :Egypt, Huwait and GCC Countries  
Has a Car :Nice Nissan Altima 2007

### **Leisure Interests**

I like swimming, football (watching and playing), running, reading science books, watching Movies and sometimes going out with my friends.