



**Abhilaksh Wazir**  
**Eng. (Computer Science)**

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**Nationality:** Indian  
**DOB:** 11-Dec-1988  
**Valid UAE Driving License**

Over 10 years of experience in Software Industry and Marine Industry. Expert in providing and implementing CRM / ERP solutions, Business Development activities, Sales strategies and Contract Negotiations.

### **Skill Set**

- ❖ Excellent verbal and written communication skills.
- ❖ Oracle PeopleSoft Application, CRM/ERP, Marine Systems.
- ❖ Sales Strategies & Negotiation skills.
- ❖ Problem solving skills.
- ❖ Global exposure **APAC, EMEA**

### **Experience**

**SDSD Pte Ltd, Dubai                      Since Feb '20 to Present**

#### **Business Development Associate EMEA**

- Finding business opportunities and closing the deals with Ship Owners, Ship Managers & Offshore companies in Europe, Middle East & Africa.
- Product (**Marine Assets Management Software**) & Solution demonstrations to Clients.
- Drafting the software deployment plan on the vessels and office/Cloud Servers.
- Making Sales and Marketing Strategies for business growth.
- **Closed Deals :** Safe Ship Management LLC, HP Ship Management LLC, Etihad Marine Group, Legacy Ship Management FZE. ( Net revenue ~ \$ 500K )

**Marine Core & Charter LLC, Dubai                      Since Jul '18 to Jan '20**

#### **Marketing & Business Development Manager**

- Managing IT infrastructure & Marine ERP .
- Plan, coordinate and manage tender submission.
- Successfully completed the insurance claims of more than \$ 2 million for the vessels.
- Successfully managed \$2 million Offshore Industry Projects by acting as project manager.
- Managing the BIMCO contracts, Corporate Events, Company profile & Vessel specs.

**Focus Softnet FZ LLC, Dubai**

**Aug '16 to July '18**

**Implementation Consultant**

- Managed more than 10 implementation projects, representing a total gross sale of more than \$1.5 million.
- Initiated pre-implementation phase: Proof of Concept.
- Drafting the SRS (Software Requirement Specification) document.
- Resolving the issues and providing onsite support to clients in post implementation phase.
- Implementation Clients in the Gulf: **Bin Ham Properties LLC, ServeU LLC, Ajman Bank etc.**
- Significant Implementation: **CAFM in ServeU.**

**L&T Infotech, Mumbai**

**Jun '11 – Sep '15**

**Senior Software Engineer**

- Designing, implementing, testing, debugging and providing support for software that meets technical and functional requirements of client.
- Supporting the Oracle Peoplesoft Application.
- Handled and delivered ~50+ new features for the PeopleSoft Application.
- Worked on projects of clients like **Ingram Micro and Nomura Holdings, Inc.**
- Managed team of 5 programmers.
- Helped sales team to close 2 major deals generating more than \$ 2 Million revenue.
- Creating technical (TSD) and functional (FSD) specifications documents.

**Education**

- University of Jammu, India - Bachelors of Engineering in Computer Science: 2006 – 2010
- Certification: EMC Proven Professional
- Technical Skills: C, C++, Linux, Oracle Databases, PeopleSoft, SQL, ASP.NET, PL\SQL