

# Sharif Talib Kateeb

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US CITIZEN

## Profile

Highly skilled technology and DX professional with 20+ years of program management, sales, and strategic technology business expertise. Proven track record in designing, executing, and managing complex projects, emphasizing the role of technology in achieving business objectives. Exceptional leadership skills, delivering superior outcomes with meticulous attention to detail. Known for proactive work approach, consistently exceeding expectations in fast-paced environments.

## Experience

### SELF-EMPLOYED; EXCELUS TECHNOLOGIES, USA/MEA; JANUARY 2021 - PRESENT

- Digital transformation (DX) and Drone technologies consultancy services projects.
- Extensive research on drone technology applications, regulations, and market trends in the MEA region, providing valuable insights.
- Identifies industry-specific needs and uncovers opportunities for drone technology adoption across various sectors.
- Evaluates drone technologies, platforms, and software solutions to determine compatibility and effectiveness in the MEA region.
- Collaborates with stakeholders, industry experts, and regulatory bodies to gather valuable insights and establish strategic partnerships.
- Offers strategic recommendations to organizations and stakeholders, enabling them to effectively integrate drones into their operations and achieve desired outcomes.

### HEAD OF OPERATIONS & DIGITAL TRANSFORMATION (DX); INITIAL, KSA; JANUARY 2021 - JUNE 2022

- Managed the region's yearly Profit & Loss Budget (P&L) of \$97 million.
- Formulated business strategy with the executive team.
- Designed policies that aligned with overall operations strategy.
- Implemented DX processes and standards to increase operational productivity.
- Oversaw customer service operations and found ways to ensure customer retention and increase sales.
- Managed the implementation of technology solutions throughout the organization.
- Evaluated risk and led quality assurance efforts.
- Developed and implemented project plans for process improvements, technology enhancements, and organizational changes.
- Led cross-functional teams to deliver projects on-time, within budget, and to stakeholder satisfaction.

### ITO SR. CONSULTANT, DXC TECHNOLOGIES; KSA; DEC 2016 - JAN 2021

- Assessed client IT operations and recommended solutions.
- Managed The FM sales team to meet our yearly target.

- Developed and implemented IT strategies and plans to improve efficiency, performance, and security.
- Provided technical guidance and support to clients in the areas of network infrastructure, security, cloud computing, data management, and related areas.
- Designed and implemented IT solutions to meet clients' business requirements.
- Mentored and coached junior consultants and technical staff.
- Built and maintained client relationships to understand their evolving IT needs and ensure customer satisfaction.
- Collaborated with cross-functional teams to resolve technical issues and drive project delivery.

**IT PLANNING EXECUTIVE MANAGER; MOBILY TELECOM; RIYADH, KSA; DEC 2004 - SEPT 2016.**

- Managed projects relating to IT, Support Services, planning & logistics and vendor management.
- Supported the marketing & sales acting as pre-sales to increase the sales target.
- Led a large team of 106 resources as the Executive Manager - Telecom Infrastructure Planning.
- Coordinated with department leadership to prepare and maintain annual department operational budgets.
- Designed and planned all activities of Mobily IT/Telecom facilities & site operations.
- Enforced TFM policies and procedures to maintain 7/24/365 site availability.
- Spearheaded projects in compliance with design codes, construction codes, regulations, safety standards, and schedules.
- Developed new business leads by building Managed Services and IT/Telecom services.

**TECHNOLOGY PROJECT MANAGER, DELL EMC; MIDDLE EAST; JAN 2012 - MARCH 2013**

**PROJECT ENGINEER, AVAYA LUCENT; DALLAS, TX; OCT 1999 - MARCH 2003**

**PROJECT ENGINEER, AMDOCS INC; DALLAS, TX; APRIL 1998 - OCT 1999.**

**OPERATION LEAD, SPOT ON PR; DALLAS, TX; JAN 1995 - OCT 1997.**

## Skills

- Excellent interpersonal, communication, and leadership skills.
- Ability to manage complex projects and prioritize tasks effectively.
- Experienced in stakeholder management and vendor management.
- Strong problem-solving skills with the ability to think critically and provide innovative solutions.
- Proficiency in project management tools and methodologies.
- Ability to work under pressure and meet tight deadlines.
- Knowledge of industry-standard tools and techniques for service delivery management.

## EDUCATION

- Leicester University - (2008 - 2012)- Post Graduate Certification (MBA)
- Telecom Academy 2009 Executive MBA - Telecom Project Management
- Georgia State University - (1990 - 1994)- Bachelor of Business Administration (Computer Information system)

## **ACCREDITATIONS**

- Accredited Tier Specialist (ATS) Certification # 200 (Uptime Institute website)
- Certified Data Centre Designer (CDCD) by BTEC
- Certified International Project Manager (IAPM)
- Certified in Managing IT Projects by George Washington University.