

Muhammad Ruhul Amin Khan. CCNP, CCDP

Asst. General Manager, Head - Enterprise Network Solution at Smart Technologies (BD) Ltd

Summary

I am motivated, multi-disciplined networking consultant with business knowledge and technical skill-sets.

I have experience of consulting with various clients daily to evolve business objectives into added business value through the delivery of high-end technical solutions. I am consistently on large-scale projects for various Enterprise, Financial and Government clients.

When designing or building solutions, I conduct audits of existing infrastructure and propose technical or security recommendations to clients. This allows me to combine my technical skills with my deep understanding of business to deliver provable results.

As well as projects and consultation, I also assist in troubleshooting complex network issues that affect business continuity on an as-needed basis.

- Data Centre – Cisco: Nexus 2K (FEX), 3K, 5K, 7K, UCS-B/C, Fabric Interconnects, Blade Chassis.
- Monitoring – Cisco: Prime LMS 4/4.1, Prime Infrastructure 1/2/3 | Solarwinds | HP Archsight
- Routing – Cisco: 800, 1900, 2900, 3900, ISR 4K, ASR 1001/2/6/9 | Juniper: MX Series
- Security – Cisco: ASA 5500X Firepower, ACI, ISE, Lancope StealthWatch | Fortinet: 200D, 500D, 1000D, | Sophos | Juniper SRX
- Switching – Cisco: 2960, 3750/3850, 4500/4500X, 6500/6800 | Juniper: EX Series | HP
- Unified Communications – Cisco: CUCM, BE6K, IPT, IPCC, Unity, Telepresence, WebEx| Microsoft: Lync SBA, Skype for business
- Wireless – Cisco: WLC, WCS, Various AP models, Meraki | Aruba | Motorola
- Video Conference- Cisco: SX80, SX20, SX10 | Polycom: 700, 500, 310, Trio, Debut.

Certifications

Cisco Certified Design Professional (CCDP)

Cisco License CSC012636865 June 2016 to June 2019

Cisco Certified Network Professional (CCNP)

Cisco License CSC012636865 March 2016 to March 2019

Cisco Certified Design Associate (CCDA)

Cisco License CSC012636865 April 2016 to April 2019

CCNA Wireless

Cisco License CSC012636865 August 2016 to August 2019

Cisco Certified Network Associate (CCNA)

Cyberoam Certified Network & Security Professional-CCNSP

Experience

Asst. General Manager, Head - Enterprise Network Solution at Smart Technologies (BD) Ltd

June 2016 - Present (10 months)

Smart Technologies (BD) Ltd. is an award winning and largest ICT solution provider and managed service provider, working with clients all over the countries. We partner with leading technology vendors including Cisco, Microsoft, Fortinet, HP, Dell, Polycom, Emerson, Oracle, VMware, Vivanco, Samsung, Apple. Our mission is simple – to inspire intelligent change by delivering next generation IT infrastructure that transform the way that businesses work.

As Head of Enterprise Network Team, I am covering various vendors in Data Centre Active, Route/Switch, Security, IPT, Collaboration and Wireless technology verticals. This dynamic role entails:

Managing a team of Presales & Postsales Engineers.

Develop pipeline and generate opportunities.

Deliver high-quality presentations and demonstrations to C-level management and Technical teams

Translate business needs into technology specifications.

Present and articulate Vendor product's strengths, relative to competitors.

Design, Validate and present of integrated solutions.

Assist sales team in ensuring client satisfaction.

RFP's and RFI's preparations.

Has solid knowledge of the sales cycle.

Manager - Technical Pre- Sales & Product (Enterprise Network Solution) at Smart Technologies (BD) Ltd

January 2015 - June 2016 (1 year 6 months)

> Solution Design with Cisco, Fortinet and Polycom as per customer's requirement.

> Continuous meeting with Corporate IT heads, Procurement.

> Pricing(costing), Product Sizing, Presentation, Bill of Material (BoM), Technical Specs for RFP, RFQ, Technical Compliance, Solution overview.

> Principal Handling.

> Leading the Technical Pre-Sales and Product Team.

> Train up and team building.

> Closely tied up with Company commercial and supply chain for product shipment from overseas.

> Monitor and manage stock.

> New Business Engagement.

> Handling International Communications.

Asst. Manager, Technical (Pre-Sales) at Network Hardware Solutions Ltd.

January 2013 - December 2014 (2 years)

- # Provide subject matter expertise in a pre-sales capacity for prospects, partners and strategic business alliances on all IT products, solutions (Cisco) and their associated eco-system integration.
- # Prepare Bill of material, Product compliance paper according to RFP.
- # Understanding of customer requests and translating them into technical specifications.
- # Responding to detail RFI/RFPs.
- # Preparing and giving product demonstrations.
- # Preparing and giving technology and product architecture presentations.
- # Delivery of on-going feedback to product development/management based on prospect or customer interaction, product issues, field deployments and generally observed market trends.
- # Responding to prospect and discussing product enhancements.
- # Continuous improvement and refinement of pre-sales processes and best practice strategies.
- # Oversee customer implementations, and integration. Become main point of contact for client's technical issues.
- # Strategic Consulting, including business plan & sales strategy development.

Senior Customer Engineer at LEADS Corporation Limited

June 2010 - December 2012 (2 years 7 months)

- Manage/Configure LAN/WAN (Cisco Router/switch/ASA Firewall).
- Cisco Wireless Access Point setup.
- Manage/configure/troubleshoot/rack mount all Dell servers (Rack/Tower/Blade), PowerEdge710/6800, Storage (PowerVault NX3000/EqualLogic).
- RAID 5/RAID 0/RAID 1, Hot sphere, Mirroring.
- Virtualization with VMware, VSphere Client, ESXi 4/5.
- Oracle 10g R2 setup in the LINUX platform.
- Proxy/DHCP/DNS/Mail Server setup in LINUX.
- Domain Controller, Active Directory, MS Exchange 2003 configure & administration.
- Network planning.
- Supervising Support Engineers/ Customer Engineer's work to ensure smooth service to customers.

Senior System Engineer at Telebarta Ltd. (PSTN)

November 2005 - June 2008 (2 years 8 months)

- # Exchange Server Setup and solve all kinds of Problem, Email configuration, Active directory.
- # Windows server Configuration (Full DNS, Mail, Proxy, Web,) including User Authentication and Firewall with Dual LAN card and Troubleshooting.
- # Building and assembling PC, rebuilding system and updating systems.
- # LAN and WAN maintenance and configuration support (Ensure smooth

functionality of Cisco router-3825, 2821, 2811, Cisco Switch-2950T).

I have participated to the establishment of WAN connectivity between four Telebarta Offices in Dhaka.

Planning & Design Network for Telebarta Offices.

Structured cabling.

Weekly report generate to IT Manager about the IT problems, respective solutions.

Contacting with the vendor company for several issues. (Purchasing equipments, IT solutions).

Telebarta ISP administration (Monthly report generate and send it to Bangladesh Telecommunication Regulatory Commission (BTRC) in due time).

Projects

Ministry of Public Administration

October 2013 to Present

Members:Muhammad Ruhul Amin Khan. CCNP, CCDP

“Supply, Installation, Customizing, Testing, Commissioning of local Area Network and Wide Area Network in the Ministry of Public Administration”.

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October 2013 to Present

Members:Muhammad Ruhul Amin Khan. CCNP, CCDP

-Pre-Bid Meeting.

-Design Diagram.

-Solution Overview- Technical Write up.

-Bill of Material.

-Project Implementation Plan.

-Presentation.

Shadhinata Tower(Dhaka Cantonment, Dhaka): Supply, Installation, Testing and Commissioning of Network Equipment, Fiber Optics and Telecommunication Network

November 2013 to October 2014

Members:Muhammad Ruhul Amin Khan. CCNP, CCDP

- Technical Specs for Tender

- Bill of Material

- Pre-bid Meeting with Customer and amend some issue

- Network design and Technical writing

- Handover whole solution to Post-Sales team in an inter dept. collaboration meeting

NZ Group Fiber Backbone, Campus Network, Access Control Security System, Master Plan for IP Surveillance, IP Phone, WiFi Solution, Branch to Head office Network Connectivity

June 2014 to Present

Members:Muhammad Ruhul Amin Khan. CCNP, CCDP

- Meeting with NZ Management and convince.

- Presentation on our offered solution.
- Presentation on the Master Plan and Phase by Phase solution for the customer
- Survey the Project site
- Find out the real requirements
- Re-size the whole solution as my survey report
- Collaboration, Communication with Third Party to find out a best Access Control system
- Find out the best product affordable with clients budget.
- Design digram
- Bill of Material, Pricing
- Handover whole project to the post-sales team
- Project follow up

IPCC for Dutch Bangla Bank Ltd.

June 2011 to October 2012

Members:Muhammad Ruhul Amin Khan. CCNP, CCDP, Zahir Raihan, Hasan Al Masud

IP Based Contact Center for Dutch Bangla Bank Limited.

-Support Service.

-Troubleshooting.

University of Liberal Arts - Campus Network Design, Implementation, Testing, comissioning.

February 2016 to Present

Members:Muhammad Ruhul Amin Khan. CCNP, CCDP, Yasib Ahmed, MD. MEHEDI HASAN

Courses

Bachelor of Science (BSc), Computer Science

Daffodil International University

C, C++, JAVA, Oracle, Data Networking, Assembly

language, web developments with PHP, Computer

Algorithm, Electrical Circuit, Discrete Math,

Neumerical Analysis

Data Network

Artificial Intelligence

Numerical Analysis

C, C++, Java, Oracle, PHP, My Sql

C, C++, Java, Oracle, MySql, Assembly Language,

Data Com, Algorithm, Networking, Artificial

Intelligence, Maths

Electrical Circuits

Database Management

Management Information System

Digital Communications

Skills & Expertise

Network Design

Network Administration

CCNA

Cisco Technologies

Firewalls

VPN

System Administration

Windows Server

Linux

Switches

Routers

Network Security

Troubleshooting

TCP/IP

VLAN

IP

Windows

Cisco IOS

VMware

VoIP

MySQL

WAN

DNS

Servers

Cisco Routers

Telecommunications

Technical Support

Microsoft Exchange

Active Directory

Virtualization

DHCP

Software Installation

LAN-WAN

Networking

Routing

vSphere

Hardware

Antivirus

Integration

Infrastructure

Storage

Pre-sales

Cisco Systems Products

Domain Name System (DNS)

Wide Area Network (WAN)
Internet Protocol Suite (TCP/IP)
Virtual Private Network (VPN)
Information Technology
Solution Architecture
Cross-functional Team Leadership

Languages

English

Education

Daffodil International University

Bachelor of Science (BSc), Computer Science, 2001 - 2006

Grade: 3.56 out of 4

Govt. Science College, Tejgaon

Higher Secondary School Certificate, Science, 1996 - 1998

Grade: 1st Division

Interests

Technology, R&D, Training, Seminar, Travelling, Photography, Discussion, History, Games & Movie

Volunteer Experience

Social work at Brahmanbaria, Bangladesh

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1 person has recommended Muhammad Ruhul Amin

"It is a great pleasure to recommend Mr.Muhammad Ruhul Amin Khan, CCNP>< CCOP as a very competent executive for his company."

— **Md.Mostafa Talukder**, *Managing Director, Noble Group of Comopany*, reported to Muhammad Ruhul Amin at Smart Technologies (BD) Ltd

[Contact Muhammad Ruhul Amin on LinkedIn](#)