

Zahi Bou Khalil

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SUMMARY

Presales Engineer with solid technical background studying customer needs, collecting their requirements, analysing their infrastructure environment and designing the appropriate technology solutions

Specialties: Infrastructure solutions, backup & recovery solutions, Cloud Solutions

SKILLS

Private cloud solution, Virtualization, Software Defined Data Center, Infrastructure solutions, Disaster Recovery, Disaster Avoidance, Business Continuity

EDUCATION

Antonine University

Certificate of Excellence for
Engineering in Network and Telecommunication

2001 - 2006

CERTIFICATION

Dell EMC Deployment Certificates

VxRail, VPLEX, VMAX, Data Domain, Unity, VNX

Cisco Certificates

CCNP Voice, CCNP R&S, CCDA, CCNA Security, CCNA R&S

HP Certificates:

HP APS Blade systems

HP APS ML/DL Proliant Servers

PROFESSIONAL PROFILE

November 2018 – October 2020 | **Presales Engineer, LEVANT**

Dell EMC, Lebanon Office

Presales Engineer in LEVANT covering named accounts in Iraq and Lebanon, mainly Government, Financial institutions, Education and Oil & Gas Sectors.

Direct Business Responsibilities:

- Design infrastructure solutions including storage, servers, hyper-converged, backup software & appliances, replication, etc.. that provide the right SLAs for business critical applications with major focus on Business Continuity, Disaster Recovery and Data Protection
- Assist customers with developing strategies to transform their environment to a private cloud
- Identify areas of development within customer's environments and provide the right infrastructure solutions
- Write and develop proposals that describe Dell EMC solutions and highlight differentiators that targets customer requirements and pain points
- Attending weekly sales forecast, quarterly business reviews, generating new pipelines, doing account planning and wide space analysis.
- Managing opportunities and pipelines through salesforce.

Channel Business Responsibilities:

- Develop partners technically to have the right level of expertise to produce workable, efficient infrastructure solutions based on the EMC portfolio
- Ensure that partners have the appropriate resources to sell and support the complete range of Dell EMC solutions
- Assist partners in developing opportunities and closing critical data center deals

November 2011 – October 2018 | **Technical Leader – Datacenter Department**

BMB sal, Beirut, Lebanon

Technical Lead for Key projects. Main responsibilities were deployment for infrastructure solutions (storage, backup and recovery), performing presales activities and assisting account managers by presenting EMC products and solutions.

- Providing support (for BMB Lebanon, Jordan and Iraq) on all DELL EMC products
- Performing assessments, deployments, migrations, upgrades and consultancy on backup and storage project solutions.
- Performing Presales activities to support the presales team on Backup and storage solutions.
- Senior Network Engineer at Core Services Department (Routing and Switching).
- Cisco LAN and WAN network design & implementation.
- Troubleshooting network problems and providing solutions.

February 2011 – October 2011 | **Customer Engineer – Network Dept Quantech sal (IBM Partner), Lebanon**

Providing support for QuanTech Clients on Cisco products (ASAs, routers, switches, Access Points, ...) in terms of installation, configuration, implementation. Establishing WAN connections between branches (VPNs, encrypted tunnels...).

November 2006 – January 2011 | **Customer Engineer – Datacom Dept CIS Group, Tanzania & Lebanon**

Main responsibilities: Deployments of Networking projects and providing support for CIS Clients on Cisco, HP and Nortel products (ASAs, routers, switches, Access Points, IP Phones,...)