



## KHUZAIRI KHALIL

### ABOUT ME

As a seasoned pre-sales Architect with over 20+ years of experience in delivering high volume mission critical solution.

Currently I am leading a group where my primary objectives are to achieve long-term business sustainability with maximize profitability (internally) and responsible for the development of the technology solutions and mapping the business requirements to commercial technical requirements (externally)

I am passionate about in what I am being doing and committed to producing high-quality, accurate, and engaging content that address our customer needs, requirements, and budget.

### SKILLS

- Leadership and communication skills
- Presentation skills
- Influencing and negotiation skills
- Aptitude for time management and organization
- Problem-solving ability
- Data Center, Hardware Infrastructure, Networking, Backup and Virtualization

### CONTACT

+6019 2344472

kujai@yahoo.com

49 Jalan Daun Sal, 18/5a  
Seksyen 18, 40200 Shah Alam,  
Selangor

## WORK EXPERIENCE

### HeiTech Padu Berhad | 2016 – present

Head of Data Center Solution

Tasks:

- Focus on Data Center Infrastructure and Technology businesses.
- Building and leading a team of pre-sales to help drive revenue. Motivate teams to generate leads, build client relationships, set targets to hit or exceed revenue forecasts, and ultimately meet our client needs.
- Responsible for planning, organizing, and managing new product development projects from inception to completion.
- Suggests innovations to improve sales cycle or streamline procedures.
- Pre-Sales task – similar scope as previous job
- Achievements: 3 times meeting yearly assigned department sales quota

### Brilliance Information Sdn Bhd | 2013 – 2016

Pre-Sales Solutions Consultant

Tasks:

- Support sales in pre-sales activities
- Work closely with the Sales team to follow up on solution cases.
- Understand, translate, and fit client/s business requirements solutions.
- Solution scoping with Sales team, with inputs from post-sales consultants/engineers where needed.
- Scoping the client solution to enable accurate estimation of the effort.
- Responsible for solution proposed, both functionally and non-functionally
- Achievements: Won 9 proposal from 12 submitted in 2016

### HeiTech Padu Berhad | 2008 – 2013

Head of Solutions Consultancy


Tasks:

- Provide leadership and assume management responsibilities for solution multidisciplinary teams (Data Center Infra/Solution, Network and Security)
- Drive for completeness, effectiveness, and appropriateness of implemented solution.
- Apply technical analysis to create solution based on the business of client.
- Communicate solution architecture to clients, 3<sup>rd</sup> parties and project teams.
- Handover solutions to project teams for execution and provide support to ensure successful implementation of proposed solutions.
- Staying up to date on new technologies/services by following up market trends (from clients, competitors, or regulatory bodies) and translate them into product feature requirements.
- Preparing estimates and proposals for potential clients.
- Achievements: Closed JPJ Revamp Tender worth of 300+ million, BSN Core Banking worth of 70+ Million

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## WORK EXPERIENCE

### Mesiniaga Berhad | 2003 – 2008

PreSales Solution Architect Team Lead (Public Sector)

Tasks:

- Covering all solution components within organization offering as helicopter view, workability, and integration.
- Provides technical guidance and support throughout the entire sales cycle.
- Develop solutions for large and complex sales opportunities.
- Leads all aspects of the technical sales process. Advises internal and external clients on overall architect solutions.
- Provides direction and specialist knowledge in applying the technology/application to client business.
- Leading contributor individually and as a team member, providing direction and mentoring to others.
- Create presentations and design architecture diagrams to present solutions to customer executives.
- Developing long lasting and high-quality business relationships with clients by instilling trust and confidence
- Working directly with clients to understand their business strategy, programme requirements & processes.
- Providing knowledge transfer to the delivery teams to ensure a smooth handover from sales to delivery.
- Achievements – Best Engineer Award 2006 HPC Club

### Dataprep Sdn Berhad | 2003 – 2008

Systems Engineer

Tasks

- Investigating the current IT system, documenting user needs and recommending improvements.
- Designing system improvements and overseeing implementation
- Testing and repairing system faults
- Providing technical guidance and troubleshooting systems
- Monitoring systems to ensure efficient operation.
- Provide technical support for ongoing system maintenance.

## EDUCATION

**Degree in Computer Science 95/97**

University Putra Malaysia

**Diploma in Computer Science 92/95**

University Agriculture Malaysia

## REFERENCES

Chong Seep Hon

**Independent Board Member HeiTech Padu Berhad**

[chongsh@hotmail.com](mailto:chongsh@hotmail.com) 017-878 9994

Ahmad Yazim Yahya

**Business Director (Data Center and Cloud)  
HeiTech Padu Berhad**

[ayazimy@heitech.com.my](mailto:ayazimy@heitech.com.my) 017-333 3057