

NAWEED AKRAM

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CAREER SUMMARY

- Versatile, hands-on and result driven senior executive with over **13 years** of professional **IT experience** working for reputed companies (mostly in investment/financial sector).
- Strong background and comprehensive experience in **software development** and **system architecture** with exposure to Windows, Web and Mobile application development using the latest Microsoft .NET technologies (**C#, VB.NET, ASP.NET, MVC, Silverlight, Windows Phone, Windows RT/Store, SQL Server, Crystal Reports**).
- Expertise in complete Software Development Life Cycle (**SDLC**) – Analysis, Design, Development, Deployment and Testing.
- Recognized agent of change, with proven ability to lead **process reengineering** in line with strategic vision, and an excellent track record of **successfully delivering projects for long term success** (\$3.0m plus worth hands-on project implementation experience).
- Possess excellent communication skills, requirements gathering and system design techniques, user training and orientation, superb problem solver and analytical thinker, prioritizing workload and multi-tasking, effective management of onsite and offshore teams to support in-house development projects, team management activities include performance evaluations and career development.

CERTIFICATIONS



For Microsoft .NET



EXPERIENCE

System Analyst (*Investcorp Bank B.S.C., Bahrain*)

Jan 2008 – Present

- Currently involved in implementation of enterprise-wide CRM system (Salesforce). Responsible for understanding the functional requirements of LOBs, formulating best practices for CRM usage, configuring the system to meet the business needs, migration of data from legacy CRM system, working with vendors/consultants, leading technical development team to integrate in-house modules with Salesforce, and creation of management reports.
- Involved in Application Discovery project within the firm. The purpose of the project was to discover and assess every application in use within Investcorp since past 15-20 years, and to identify inefficiencies within the current application portfolio against the business processes these applications are supporting. The output was an inventory of current application portfolio and technology stack. This was analyzed at high level to decide the future application landscape for Investcorp. Interviews with the key business users, analysts and developers were primarily used for data collection. Additionally, application portfolio score cards, interface flow diagrams and application redundancy reports were used to document and institutionalize the knowledge within the firm.
- Implemented and customized 3i InfoTech Frameworks – a Private Equity/Alternative Assets solution. Responsibilities included understanding of the deal life cycle (from bidding to acquisition, placement to exit and distributions), process re-engineering to streamline the current business processes, configuration of the system and automated migration of data from legacy systems. Lead a team of 4 developers to roll out support modules and reports built on top of Frameworks, such as automation of placement and asset issuance for clients, visual representation of the funding structure (deal chart), interfaces to core systems, trial balance/reconciliation reports, capital call notices and partner statements etc.

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- Implemented BancWare Focus ALM – a market leading Asset/Liability Management solution. Responsibilities included configuration of the system, extraction of data from Quantum and CODA to provide both static and dynamic liquidity and repricing gap analysis using customized reports and training end-users.
 - Implemented and customized Sungard Quantum – a leading back office/treasury Core-Banking system. Responsibilities included detailed analysis and understanding of the existing front-office and back-office systems, trade types (FX, MM, derivatives etc.) and porting of data to the new system. Also implemented customized reports and applications such as payments processing system for clients (linking other client related systems to provide end-to-end solution with comprehensive reporting on source and use of funds) and FX deals allocations on top of Quantum.
 - Design and developed Client Communication Framework, a consolidated portal for all client specific reporting, and distribution of communication material to clients (statements, updates, letters, etc.) using different communication channels, such as Email, Fax, Courier, Hand and Postal Mail.
 - Designed and developed numerous other LOB applications such as Treasury Reporting System, CI/RE/TI Portfolio Management system, Investor Portal, Consolidated Client Reporting System etc.
 - Lead teams of 3 - 6 developers in implementing the development projects.
 - Devised / formulated and standardized software development methodologies and technologies across the teams and projects.

Analyst / Programmer (*Investcorp Bank B.S.C., Bahrain*
via Techno Serv, Bahrain)

Dec 2004 – Dec 2007

- Designed and developed a comprehensive workflow system to handle invoice and payment processing for Investcorp's vendors. This includes (among many others) removal of hard copy of invoices (through automated OCR), obtaining required approval from relevant authorities, payment to the vendors through SWIFT/Cheques/BACS and posting the same into the General Ledger to improve accounting accuracy and enhance reporting.
- Developed fully-functional Asset/Liability Management system (as a POC before implementing Focus ALM) which includes Balance sheet generation from perspective of liquidity and repricing, reporting on foreign currency exposures, on- and off-balance sheet gaps and future cash flows for FX forwards and derivatives.
- Developed a Know-Your-Client compliance system to be aid the legal and compliance team to perform client KYC process. The system caters to the anti-money laundering regulations required by CBB (Bahrain) and CMA (Saudi Arabia).
- Developed a Financial Institution Relationship Management Portal, which provides consolidated yet comprehensive reports to treasury department to help them in securing syndicated loans from financial institutions. Another major aspect of the system is Campaign/Trip/Meeting management.

Analyst / Programmer (*Techno Serv, Bahrain*)

Oct 2002 – Nov 2004

- Developed B2E intranet portals for Arcapita and BMMI, with features to enhance employees' productivity through single point-of-access and consolidation of data.
- Designed and developed a comprehensive suite of sales and marketing cum CRM application for small to medium sized businesses in Middle East. The system allows the users of the package to maintain accounts and prospects, and also includes promotion/marketing tools for running email, sms and fax campaigns to mass customers.
- Developed a mobile application for travelling salesmen of Al-Oula Al-Bahrania to record expenses (incurred on AMEX card) and property information while on the road. Once connected

to the intranet, the mobile devices would synchronize the data back to Microsoft GP and Magnet.

- Developed a Café Management System for K-Plus Restaurant Management chain. The major features of the system include stock and sales management using mobile devices.
- Lead a team to implement a POC prototype of SharePoint Portal Server 2003 for a leading aluminum company in Bahrain.
- Developed numerous LOB applications for clients such as MEMAC, BBK, Chevron Texaco etc.

Corporate Trainer – Part-time

Mar 2001 – Jun 2002

(Microcenter Institute of Technology, Bahrain)

- Conducted corporate training sessions. Training courses included:
 - Introduction to Microsoft .NET, Programming with C#, ASP.NET Programming using C# and ADO.NET, Java Programming, Web development using ASP

Teaching Assistant/Demonstrator (University of Bahrain)

Nov 2000 – Oct 2002

- Worked in Computer Science Department as a teaching assistant cum demonstrator. Assisted/taught courses included: Introduction to Computers, Pascal Programming, C/C++ Programming, Data Structures, Java, Operating System Concepts and Database Programming.
- Gained hands-on experience by setting up Linux-based network in the department and maintaining it.
- Also worked and maintained Windows 2000 Local Area Network and Solaris 8 workstations.

Software Engineer (SOMAC IT, Saudi Arabia)

Feb 2000 – Sep 2000

- Involved in Arabization and customization of Jetform Workflow web front-end for SCECO East.
- Involved in initial formulation of an e-Commerce Application Suite for vendors of Saudi Aramco.
- Web-enabled a couple of SAP R/3 modules (SD and FI-AR) using HAHTsite e-commerce suite for SABIC-HADEED.

EDUCATION

MBA – Finance	University of Bahrain	2013
B.Sc. – Computer Science	University of Bahrain	2000

COMMUNITY CONTRIBUTIONS / OTHER PROJECTS

- Simple, easy to use and high performing **ORM** tool for use with **.NET 2.0/3.5/4.X** projects (Winforms, ASP.NET, MVC, WPF, Silverlight) against **Microsoft SQL Server 2005/2008/2012**. More details available at: <http://code.msdn.microsoft.com/XGENOORM>
- Small and powerful **OR Mapper for SQL database** queries. Has a set of extension methods to execute SQL queries (simple, parameterized, stored procedures etc.) and return the data as a list of .NET POCO objects. More details available at: <http://www.naweed.info/Links/Post/8>
- Developed and published numerous **Windows Phone 7/8** and **Window 8.0/8.1** applications in Microsoft Application Store.

REFERENCES

- All references and relevant documents available on request.