

# Hany Khudair

ICT Business Professional

## PERSONAL PROFILE

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**Web Site** http://hanykhudair.com  
**Nationality** Egyptian / American

## LANGUAGES

**Arabic** Native  
**English** Native  
**French** Intermediate  
**German** Beginner

## QUALIFICATIONS

- Projects Management Professional (PMP V5)
- Proposal Management Professional (APMP)
- ITIL F. V3

## ACADEMIC EDUCATION

2002 **MBA**  
American University in Cairo (AUC)

2001 **Marketing Management**  
American University in Cairo (AUC)

1999 **M.Sc. Computer Science**  
Faculty of Science - Cairo University

1996 **B.Sc. Computer Science**  
Faculty of Science - Cairo University

1992 **High School Graduation**  
Palm Beach High - Florida – USA

## TRAININGS

- ISO 27001 - Information Security lead Auditor
- OHSAS 18001 Lead Auditor
- ISO 9001 QMS lead Auditor
- ISO 14001 Transition and Awareness
- RC 14001 Responsible Care Internal Awareness
- ISO 22301 Business Continuity Awareness
- ISO 55001 Assets Management Awareness

## SKILLS

- Business Development
- Projects Management
- Proposals Management
- Procurement Management
- Risk Management
- Problem Solving
- Team Management & Leadership
- Time Management

## CAREER PATH

2021 - Today **Proposals Director**  
Saudi Bell Group (SBG)  
Riyadh - Saudi Arabia

2016 - 2021 **Bidding & Proposals Manager**  
Advanced Electronics Company (AEC)  
Riyadh - Saudi Arabia

2014 - 2016 **Bidding and Procurement Consultant**  
WIN THAT BID (WTB)  
London - United Kingdom

2011 - 2014 **Bids & Tenders Executive**  
Jeraisy Computers and Comm. Services  
Riyadh – Saudi Arabia

2006 - 2011 **Technical Presales**  
IT Industry Development Agency (ITIDA)  
Cairo - Egypt

2003 - 2006 **Software Solution Architect**  
Horizons Software  
Cairo - Egypt

2001 - 2003 **Software Developer**  
Future Computing Systems  
Cairo - Egypt

1999 - 2001 **Teaching Assistant**  
Faculty of Science – Cairo University  
Cairo - Egypt

## CERTIFICATION

**DELL**

- Compliance Expectations for Partners
- Compellent Top Gun Storage Architect
- Dell Blade Server Solutions - Technical
- Dell PowerEdge Server Technical
- Dell PowerEdge VRTX Technical
- Dell AppAssure Technical Overview v3

**vmware**

- VTSP - Technical Solutions Professional 5.5
- VCP - Data Center Virtualization
- VCA - Data Center Virtualization
- VSP-CP (Cloud Provider)
- VSP 5.5 VMware Sales Professional
- VOP-CP (Cloud Provider)

**Microsoft**

- Certified Solution Expert MCSE: Server
- Certified Solution Expert MCSE: Messaging
- Certified Solution Expert MCSE: SharePoint
- Certified Solution Developer MCS: .NET

**CISCO**

- Certified Network Associate CCNA – R&S

**POLYCOM**

- POLYCOM Federal FSIST300
- RealPresence Platform Tech Certification
- RealPresence Immersive Tech Certification
- Video Endpoints Tech Certification
- Voice Endpoints Tech Certification



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## DETAILED ROLES & RESPONSIBILITIES

**2021**     **ICT Bidding & Proposals Manager**  
**2016**     **Advanced Electronics Company (AEC) - Riyadh - Saudi Arabia**

### Role Description

My role as Bidding Manager contributes to **Business Development** process providing **bidding support to Sales/BD teams** by compiling **comprehensive and persuasive responses** to all **RFI, RFP and RFQs**.

Bid Management benefit is to devise a successful strategy for winning a bid, including pinpointing the unique selling points (key differentiators) of our organization, knowing company's operating and profit margins and understanding the clients' specific requirements.

### My Main Activities

- Assessment of identified bidding opportunities.
- **Purchasing of RFP** documents (when applicable)
- **RFP/RFI** analysis to identify & compile **RFP requirements checklist**.
- Issuance of all supporting **Bid Bonds/LG's** (when applicable)
- Liaise with BD/Sales to get insights about **Customer preferences**.
- Attend job explanation meetings (**JOBEX**) organized by Customers.
- Identify internal/external **opportunity stakeholders**.
- Define **responsibility matrix (RM)** assigning tasks to stakeholders.
- Define **bid schedule & deadlines** to share with stakeholders.
- Identify **bid risks** & suggest possible mitigations.
- Prepare final **bid management plan (BMP)**.
- Organize and conduct **bid kick-off / follow-up meetings**.
- Collect technical feedbacks and compile **Technical Proposal / Technical Presentation**.
- Collect Cost inputs and compile bid **Master Costing Sheet**.
- Liaise with Business Development Team for insights about **Customer Budget / Competition level** ... etc.
- Hold **Proposal signoff meetings** with Senior Management / Business Development team to identify the **best winning approach**.
- Apply **profit margin(s)** and compile final **Commercial Proposal**.
- Prepare **Final Proposal Packages** for submission.
- **Submit Proposal** to Customers
- Engage designated stakeholders to **prepare responses to Clarification requests from Customers** about submitted proposals.
- Perform **hand-overs** to delivery teams for won proposals.
- Prepare **quarterly/yearly reports** about submitted bids/winning stats.
- Prepare **lessons learnt reports** for unsuccessful bids.

### I report to:

- VP (Sales & Business Development)
- SVP/GM (ICT Business Unit)

### People Reporting to me:

- Junior Proposal Specialists (5)
- Bidding Secretaries (1)

### Internal Stakeholders I liaise with:

- Technical Presales & Solutions Team
- Sales & Business Development Team
- Delivery Team
- HR & Outsourcing Dept.
- Financing Dept.
- Senior Management & B.O.D.

### External Stakeholders I liaise with:

- Technology Vendors.
- Consultancy Firms.

### Bidding Stats (2020)

- Bid Count / Year: 140
- Winning Rate : 27%
- Capture Rate : 40%

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**2016**     **Bidding and Procurement Consultant**  
**2014**     **WIN THAT BID (WTB) - London - United Kingdom**

### Role Description

My role as **Bidding & Procurement Consultant** involved taking over a bidding opportunity and assemble a bid team with the relevant service / product / business knowledge required to **prepare a winning bid proposal**, whilst taking ownership of the **end-to-end bid process**.

I was typically responsible for managing an opportunity **from initial pre-qualification and all the way through to contract award**, including value proposition & **strategy development**, solution development, **commercial considerations, partner identification, and risk management**.

My responsibilities also included the introduction and implementation of all necessary bid procedures, **governance, and processes**. This highly networked role

### I reported to:

- Operations Manager

### People Reported to me:

- Bidding Admins/Secretaries (2)
- Procurement Specialists (2)

### Stakeholders I liaised with:

- Technical Solutions Teams
- Sales & Business Development Team
- Delivery Teams

### My Stats (2016)

- Bid Count : 10 ( 1.7 Billion GBP)
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required an ability to **work under pressure** and to **challenging deadlines**. It also involved **strong people management** and **commercial skills**.

- Bids Won : 4 ( 0.8 Billion GBP )
- Procurement Projects : 17
- RFP Solicited : 12

I also carried over **procurement process** that is **bidding counterparts**. This role involved **preparation and solicitation of RFP documents** and their **pre-qualification surveys and questionnaires**, Identifying qualified vendors and suppliers, collecting feedbacks from potential

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## 2014 ICT Bids & Tenders Executive

2011 [Jeraisy Computers and Communications Services \(JCCS\)](#) - Riyadh – Saudi Arabia

### Role Description

My role was all about submitting a completed bid to an existing or prospective client, on time and within budget, ensuring that all the client's questions have been answered, and that JCCS has the best possible chance of winning & success.

### I reported to:

- Bidding & Proposals Manager
- VP Business Support

### Responsibilities

My role involved leading all day-to-day aspects of an individual bid. Being involved in every aspect of the submission and have an excellent appreciation of what the client needs and how best to articulate how JCCS can provide that.

### People Reported to me:

- Proposal core team

I worked closely with a core team while bringing in subject matter experts (SME's) when required. I was the first point of contact for the client, and liaised with estimators who produced the cost element of a bid.

### Bidding Stats (2014)

- Bid Count / Year : 24
- Winning Rate : 15%

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## 2011 Technical Presales Consultant

2006 [IT Industry Development Agency \(ITIDA\)](#) - Cairo – Egypt

### Role Description

Support sales productivity and deal flow by securing the "technical close" in complex solutions. Collaborates with sales teams to ensure that proposed deals include technical solutions that accurately address customer needs, and are appropriately supported by key customer technical decision-makers.

### I reported to:

- Presales Manager
- Proposal Team
- Sales Team

### Responsibilities

- o Work deals assigned to the sales team and/or proposal opportunities providing the following:
- o Scope the technical solution required to address customer requirements, assesses customers' met and unmet needs, and recommends solutions that optimize value for both the customer and ITIDA.
- o Secure input from all necessary solution stakeholders at customer's firm.
- o Coordinates closely with sales to align solution design with customers' business requirements.
- o Secure from customer technical staff commitments needed to ensure a deal's "technical close."
- o Meet assigned targets for profitable sales growth in assigned product lines, market areas or channels.
- o Provide coaching and professional development to team member sales associates in order to enhance their product knowledge, technical acumen, and technical sales skills.

### People Reported to me:

- Technology Vendors/Distributors
  - Other Presales Team Members
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