**Naveed Moeed**

Chapel Hill, NC | 434-203-8709 | naveedmoeed@gmail.com

**Business Development Manager Specializing in Innovation**

A results-driven business development manager with a proven track record of success in building senior relationships and sales. Most recently his focus has been Business Innovation which he adds to over a decade of international experience in PS, security and digital transformation solutions. He is known for his focus, strong communication skills and aptitude for opening doors and developing new markets.

**Core Competencies**

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| --- | --- | --- |
| * Account management | * Leadership | * Innovation |
| * Strategic thinking | * People management | * Consultative selling |
| * Talent development | * Design Thinking | * Customer experience |
| * Business development | * Project management | * IoT |
| * Partner management | * Big Data | * Personalization |
| * Machine Learning | * Pre-sales | * Network Security |

**Professional Experiences**

**Founder, FractalsEdge (Photography and IT consultancy)** 11/18 - Present

Multiple locations, Chapel Hill, NC

As an entrepreneur launched a new business, focusing on live arts and portraiture photography as well as IT consultancy. Additionally, worked as an actor (six productions), producer and live arts critic. Currently a staff writer at Chatham, Life & Style with over 20 published features and reviews

**Business Innovation Partner**  11/16 - 10/18

Verizon Business, Raleigh-Durham, NC

Pre-sales and business development. Member of a spearhead team that introduced a Verizon take on digital transformation innovations to corporate and medium businesses. Fostered C and VP-level relationships as a trusted advisor. Responsible for visioning and architecting digital experiences built with Verizon and partner solutions in Professional Services, security, SaaS and PaaS; created joint go-to-market strategies. Led and mentored the team.

* Supported an innovation pipeline of $30m encompassing PS, SaaS, PaaS and partner solutions. Responsible for architecting solutions, leading the vision and responding to customer requirements
* Verticals supported included: Financial Services, Healthcare, Media/Entertainment/Technology, Hospitality, Education, Retail/Grocery, Construction. Managed 29 accounts (9 key)
* Outcomes-based solutions model encompassed multiple towers ranging from cloud, security and geolocation, to CXM/CCM, data-driven content and personalization.
* Developed new logos and grew existing accounts. Forecasting and reporting in SFDC
* Leading the consultative sales process leveraging cross-organization technical teams, specialist sales and pre-sales teams
* Developed the go-to-market and business planning for outreach to new SMB customers, increasing new logo acquisition and revenue base.
* Developed partners and partner agreements
* Took creative approaches to new customers using storytelling techniques and outcomes-based thinking. Worked tightly with marketing in developing consistent strategies
* Coached and collaborated sales peers to include elements of design-thinking in the sales process. Empowering them to “think innovatively and beyond the immediate need.”

**Executive Consultant Partner**  07/12 - 10/16

Verizon Business, Raleigh-Durham, NC

Professional Services [pre-sales lead for SLED in NC and the south-east US]. Played a strategic role that became a trusted advisor at the C and VP-level to key accounts. Leveraged multiple Verizon technologies and a partner ecosystem to bring together complex solutions into simple packages (PS, SaaS and PaaS). Additional verticals included higher education, financial services and healthcare. Developed SFDC reporting for management that was replicated across different departments.

* Led $3 million and $6 million in sales respectively in 2015 and 2016
* Nurtured partner relations with Accenture, WiPro and Deloitte for identity management services
* 2014: Managed the team and led the win a State’s identity RFP, a project designed to enable security and personalization across digital services ($1.5MM)
* Retired an overall quota of $2.2MM in identity services alone (SaaS and PS)
* Established and nurtured partner relations with big SI’s on the East Coast for identity management related services. Many of these collaborative solutions included extensive data-driven personalization.

**Professional Services Manager**  07/09 - 06/12

Verizon Business, Dubai, United Arab Emirates

Management, pre-sales and business development. Seasoned professional services manager with a focus on Middle East market strategy and business development. Headed up a team to establish and launch new Verizon PS products in the entire MEA region. Created the business planning for PS services go-to-market. Also led the product launch, go-to-market and initial sales for a new Managed Identity product line.

* Oversaw an increase in revenue from $600k to over $6m. Implemented a business plan for establishing a market share and growing revenue
* Responsible for strategic plan and coaching entire team covering the whole geography, increasing revenue and profitability.
* Established Verizon as a partner for key accounts in telecoms, government, and banking
* Part of leadership team that developed Verizon Professional Services Training Academy
* Established Verizon as a PS partner in the Middle East for key accounts in telecoms, government and banking. Also started the development of an indirect channel.
* Built the PS practice from the ground up establishing staff, training, processes and performance management. Developed PS consultants into talent who could spot opportunity and upsell across other lines of business
* Helped design the curriculum for, establish and train others in the Professional Services Academy training program
* Helped establish a pipeline for SaaS sales in the region
* 2011 – 2012 (Amsterdam). Developed the Universal Identity Service business in EMEA as part of a complete range of hosted and SaaS IAM products for Verizon.
* Developed product marketing, Worked tightly with product development in developing BRDs and worked within the product lifecycle to enable rollout to appropriate markets
* Helped achieve customer feature/functionality presence in the product. Achieved the fastest growth of any region for the product line.

**Senior Technical Consultant (Pre-sales)**  11/04 - 06/09

RSA, Security Division of EMC, Dubai, United Arab Emirates

Entrepreneurial senior technical consultant who opened the MEA region as part of a two-man team. Developed an extensive direct and indirect channel sales model. Collaborated closely with marketing teams to develop strategic outreach. Worked extensively across entire Middle East and South Africa, including being a platform speaker at the 2007 ITWeb Summit in Johannesburg.

* Pre-sales manager for the region
* Grew the region from $500k a year to over $7m in three years
* Account lead for telecoms deal worth over $10m over three years
* Achieved sales target increase of 230% in 2006
* Extensive responsibility for building the channel in a new territory

**Education**

PhD. In Physics 2003

University of Kent at Canterbury

Bachelor of Science in Physics with Astrophysics and German Studies 1995

University of Kent at Canterbury

**Volunteer Experience**

**Clerk of Peace and Justice Committee**  08/12 - Present

Chapel Hill Friends Meeting, Chapel Hill, NC

The committee is concerned with all social action supported by the Meeting; returning citizens, low paid workers, affordable housing projects and local peace and interfaith concerns

**Homeowners Association Board Secretary**  05/14 - Present

Falconbridge Hom eowners Association, Chapel Hill, NC

163 townhome unit association. Officer of the Board, responsible for communications, website, digital archives and governance. In 2019 oversaw the RFP process for selecting a new management company. In 2020 oversaw the launch of a new website for the association.

**American Friends Service Committee**  03/17 - Present

Remote

Governance member of the South Region Executive Committee and Board Program Committee. Advisory and accountability for AFSC staff.

**Bare Theatre Board Member**  11/19 - Present

Bare Theatre, Raleigh, NC

Responsible for multiple board functions including: managing finances, ticketing, producing, promotion, website, season selection, community building and more.

**Specialties**

Data loss protection, Encryption, Identity and access management, Information risk management, Security management, SEIM (Security Incident and Event Monitoring), Big Data, IoT, Machine Learning, Personalization, Design Thinking, Professional Services, Outsourcing, SaaS, PaaS, Machine Learning, AI

**Languages**

Fluent: English, German, Urdu. Proficient: French. Basic: Arabic and Danish.