Ramiz P A, M. Tech - Solutions Consultant

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Tech-driven **Solutions Consultant** with **15+** years in **Pre-Sales, Sales, and AI/ML innovation**. Passionate about leveraging AI, Machine Learning, and emerging technologies to solve real-world business challenges, I specialize in RFID, Mobility Solutions, and Cybersecurity - bridging technical expertise with strategic vision to drive digital transformation and elevate customer experience.

🌐 ramizpa.com (AI & ML portfolio)   in linkedin.com/in/ramizpa   github.com/ramizpa   ✉ me@ramizpa.com

Experience

08/2021– present **Solutions Consultant (Sales & Pre-Sales)**, *Technowave International Group*, Bahrain.

- Identify and engage new clients in Bahrain & KSA to maximize business potential.
- Build and retain long-term client relationships by understanding and fulfilling technical and commercial requirements.
- Act as a Techno-Commercial Engineer providing hardware/software solutions, consultancy, and product demonstrations.
- Manage the complete sales cycle including pre-sales, demonstrations, installation & training.
- Independently handle pre-sales and sales activities with strong technical and commercial expertise, Including- System study, requirement analysis & Gap analysis to understand client objectives, Scope documentation and Software Requirement Specification (SRS) preparation to define project deliverables.
- Present, persuade, and negotiate with clients on quality, pricing, delivery, and support terms.
- Prepare quotations, manage tenders, and administer client accounts through CRM.
- Deliver technical presentations, product demo, and training for clients and sales teams.
- Coordinate sales projects, analyze costs and performance, and ensure regular target achievement.
- Collaborate with cross-functional teams to align customer requirements with company solutions.

12/2020 – 07/2021 **Consultant – ManageEngine**, *Elitser Technologies*, Bahrain.

- Provided Sales & pre-sales consulting for ManageEngine IT management solutions (ServiceDesk Plus, Endpoint Central, OpManager, AD Manager, etc.).
- Analyzed client IT infrastructure and requirements to recommend suitable ManageEngine modules and configurations.
- Conducted product demonstrations, user training sessions, and knowledge transfers for IT teams.
- Assisted clients in defining ITSM processes, automation workflows, and reporting structures.
- Delivered pre-sales technical presentations and proof-of-concept (POC) setups to demonstrate solution value.
- Assisting post-implementation support, troubleshooting, and performance optimization.
- Documented configurations, best practices, and client-specific deployment details.
- Collaborated with sales and technical teams to ensure smooth project delivery and client satisfaction.

07/2015 – 12/2020 **Sales Engineer – RFID & Mobility Solutions**, *Technowave International Group*, Bahrain & KSA.

- Build and maintain long-term client relationships by understanding and interpreting their requirements.
- Meet with clients to define project scope and determine technical and commercial needs.
- Act as a Techno-Commercial Engineer providing hardware/software solutions, consultancy, and demonstrations.
- Handle system studies, feasibility analysis, and implementation of Barcode and Mobility solutions-based software like FATS, WMS etc.
- Manage full sales cycle including pre-sales, post-sales, service, and support independently.
- Conduct product demonstrations and client training sessions.
- Deliver pre-sales technical assistance, product education, and solution presentations.
- Achieve regular sales targets, coordinate sales projects, and ensure customer satisfaction.
- Collaborate with sales teams and technical experts to provide integrated business solutions.

07/2013 – 07/2015 **Sales Engineer – RFID & Mobility Solutions**, *Technowave ID Systems*, India.

- Build and maintain strong relationships with customer engineering and management teams, ensuring smooth communication and project alignment
- Conduct system studies, requirement analysis, and solution design for mobility applications such as asset tracking, WIP, and jewelry tracking.
- Act as a Techno-Commercial Engineer providing hardware/software solutions, consultancy, and demonstrations.
- Drive sales and customer engagement through follow-ups, demos, presentations, and participation in meetings, seminars, and promotional events.

01/2011 – 06/2013 **IT Consultant – Information Security**, *InfinSec Cyber Technologies*, India.
- Build and maintain strong relationships with customer engineering, management, and prospect teams, ensuring alignment between business and technical goals.
- Provide end-to-end technical consulting - conducting requirement analysis, defining project scope, and recommending hardware, software, and network solutions.
- Collaborate with cross-functional teams (Network Architecture, Engineering, ISO 27001 ISMS, Cybersecurity, and Project Delivery) to ensure successful project implementation and compliance.
- Deliver pre-sales and post-sales support through solution demonstrations, technical documentation, white papers, and tailored presentations.
- Diagnose, recreate, and resolve customer technical issues while ensuring systems are updated and optimized for performance and security.
- Assist in sales strategy formulation by analyzing customer needs, business drivers, and technology gaps to position effective solutions.
- Manage client communications, progress reports, and change-management activities to ensure on-time delivery, customer satisfaction, and long-term partnership growth.

Education

10/2023 – 11/2025	**Master of Technology (M. Tech) in Artificial Intelligence & Machine Learning,** BITS Pilani, India.
W/2010 –SU/2013	**Graduation (A.M.I.E) in Electronics & Communication Engineering**, The Institution of Engineers (India), Kolkata.
06/2005 – 11/2008	**Diploma in Electronics Engineering**, *Technical Education Dept.*, Kerala, India

Selected Certifications

10/2025	**AWS Responsible AI**. Showed comprehensive understanding of Responsible AI.
09/2022	**Network Defense Essential (NDE) by EC Council**.
05/2020	**Digital Marketing by Google**.

Selected ML Projects

2025	**ExplainableAI Phishing Detection Using SHAP (2025)** – My M. Tech dissertation [GitHub]
2025	**AI-Driven RFID Customer Behavior Analysis.**

Technical Stack

Tools </> Python, Docker 🖥 VSCode, Jupyter, Colab ☁ AWS (SageMaker, Bedrock, Lambda) 👥 Github

Libraries ⊞ Pandas, Numpy, Matpoltlib, Streamlit 🗇 PyTorch 💬 LangChain, Huggingface ⌘ Scikit-Learn, XGBoost

Soft Skills

Languages **English**, **Malayalam** (Native), **Hindi**

Key skills
- Strong motivation to learn and be curious
- Attention to detail and consultant mindset
- Excellent communication skills
- Rich experience of working with ambiguous problems

Personal Information

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Phone	+973 32152912
D.O. B	08/05/1988
Gender	Male
Nationality	Indian