

WADHAH HUSSAIN

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- PROFILE** |
- Client centric technology consulting professional with 10+ years of experience in matching client requirements with technology solutions.
 - Four years of experience in leading cross-functional project teams.
 - Proficient in system implementations and managing end-to-end solution delivery across industries; government, private and public sectors.
 - Experienced in Microsoft, Apple, VMware, Citrix, HP, Lenovo.
 - Skills: Solution Delivery, Stakeholder Management, Technology Change Management.

EXPERIENCE | **CLOUD PRACTICE MANAGER / SENIOR CLOUD CONSULTANT
ENDEAVOUR SOLUTIONS INC.**

MARCH 2016 - CURRENT

- Managing Microsoft Cloud solutions LOB (Office/Dynamics 365/Azure) and key point of contact for leadership team and client executives.
- Built MS Cloud LOB pricing strategy, vendor relationships, and delivery.
- Led and built recurring invoicing and billing automation system attaining recurring revenue of \$100K+ annually in less than eight months.
- Created a net new delivery management process to deliver cloud products to clients, including discovery, scope of work, effort, and costing. Process has been deployed company wide and is used by 15+ consultants.
- Migrated multiple clients from legacy Novell and Domino systems to Microsoft Office 365 and Azure. Consolidated client infrastructure to SaaS (Office 365) and IaaS (Azure) lowering cost and increasing efficiency.

CO-FOUNDER | **CW ATLANTIC VAPES LTD.**

JULY 2014 – DECEMBER 2015

- Co-Founded cw Atlantic Vapes Ltd., one of the first vape retail operations in Nova Scotia. Set high standards for the vape industry in Atlantic Canada generating revenues of \$300K+ within the first 12 months.
- Managed procurement of inventory, pricing, and costing.
- Negotiated international manufacturer relations, pricing and delivery terms.

FOUNDER | **SLASH TRND TECH ARCHITECTS LTD.**

JUNE 2013 – MARCH 2016

- Founded consulting practice delivering Microsoft's Cloud products for the Small and Medium Business market in Atlantic Canada. Focused on Office 365, cloud VoIP systems (RingCentral), and cloud infrastructure (Azure).
- Grew revenues by 50% YOY.
- Nominated for Hi-Po Awards by Microsoft Cloud Partner Channel Manager for delivering the highest count of cloud seats in Atlantic Canada.
- Transformed 150+ user organization to 100% cloud infrastructure, increasing collaboration and efficiency of mobile workforce with minimal transition time.
- Built 50+ corporate and eCommerce websites based on the WordPress CMS serving legal, environmental, NFP, and commercial businesses.

- Authorized reseller for APC, Lenovo, RingCentral, Carbonite, and D-Link.

SENIOR SOLUTIONS ARCHITECT | ABM INTEGRATED SOLUTIONS

MAY 2012 – DECEMBER 2012

- Planned, designed, implemented, and supported technology infrastructure solutions focusing on Windows Server, VMware, and Citrix.
- Designed and deployed Citrix environment delivering financial application interface to 300+ employees.
- Implemented enterprise threat management solution to large construction firm.
- Lead and managed support staff during major system outages.

SENIOR IT PROJECT SPECIALIST | ABM INTEGRATED SOLUTIONS

OCTOBER 2010 – MAY 2012

- Lead and managed a helpdesk team of eight support staff.
- Managed multiple Citrix implementation projects for large organizations.
- Audited technology infrastructures and presented findings to board members and C-level executives.
- Created project plans for email migrations to Microsoft Exchange, virtualizing physical servers using VMware and Hyper-V, and delivering streaming applications using Citrix.

SENIOR TECHNICAL SUPPORT REPRESENTATIVE | WCB OF NOVA SCOTIA

NOVEMBER 2009 – OCTOBER 2010

- Analyzed issues and provided technical support to internal and external users.
- Planned, tested, and deployed Cisco VoIP solution to 500+ users.
- Deployed 300+ thin client stations organization wide to deliver LOB applications.

EDUCATION | MOUNT SAINT VINCENT UNIVERSITY, HALIFAX, NS

BACHELOR OF APPLIED ARTS (INFORMATION TECHNOLOGY)

- Vice President and Treasurer of the Arabic Student Society

TRAINING CERTIFICATIONS AWARDS

- Nominee of the Microsoft Hi-Po Award for delivering Microsoft's Cloud Solutions
- Certified in the Governance of Enterprise IT (CGEIT) - In Progress
- Implementing Azure Infrastructure Solutions
- Customer Lifecycle Utilization Solutions within MS Cloud
- VMware Sales Professional 5, License VML-926777
- VMware Technical Sales Professional 5, License VML-8822600
- HP Sales Certified - Support Services Level I HP ExpertONE
- HP Sales Certified - Support Services Level II HP ExpertONE

LANGUAGES |

- Fluent in English and Arabic