



IRFAN AHMED N

SENIOR ENABLING MANAGER

- Dubai, UAE
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- n.ahmedirfan@gmail.com

SKILLS

- Internet research skills
- Lead nurturing
- Lead generation
- Presentation skills
- Sales cycle understanding
- Goal accomplishment
- CRM Salesforce
- MS Excel

LANGUAGE

English, Kannada, Hindi

HOBBIES

Snooker, Late Night Drives, Listening to pleasant music

PERSONAL DETAILS

- Date of birth
26 Jun 1991
- Nationality
INDIAN
- Visa status
Visit Visa till Mar 26, 2025

ABOUT ME

- Results-driven professional with over 5 years of experience in partner relationship management and technical engagement, expert in account management and strategic business development. Key achievements include managing ISV relationships in APAC countries and driving recruitment of new opportunities resulting in meeting monthly quotas, while successfully conducting trainings on Intel platforms to enhance application visibility globally.

WORK EXPERIENCE

SENIOR INTEL ENABLING MANAGER | SEP 2022 - JUN 2024

MARKETSTAR

- Worked as Senior Intel Enabling Manager Segment: AI on Client/ AI on Cloud/Media/Data Center/HPC.
- Managing assigned Partner (ISV) relationships with Intel® and delivering the technical and engagement value propositions of the Intel® to CEO's, CTO and stakeholders as per hierarchy in the respective organization.
- Maintain business relationship with ISV's(Intel Software Vendors) with respect to IDZ.
- Being responsible for managing Partner accounts while focusing on recruitment of new opportunities within account base. • Providing assigned Partner ISV's with effective, flexible, mid-touch support.
- Conducted trainings to ISV's on Intel upcoming platforms and technologies with the complete roadmap of their application in intel-inside as how these apps will be showcased world-wide.
- Assisting Partner ISV's with all on-going business including, but not limited to, enabling, programs and promotions, developing strategic long-term relations, territory management, and prioritizing customers and responsibilities.
- Worked on Salesforce Online Application, creating reports, maintaining accounts with updates fed-in.
- Coverage: ISV's in APAC Countries: India, Malaysia, Thailand and APJ – Japan with S. Korea.
- Responsible for monthly quotas, while concentrating on territory growth.

SENIOR INTEL ENABLING MANAGER | APR 2021 - JUL 2021

CPM INDIA SALES & MARKETING PVT LTD

STARTED CREDIT CARD & PERSONAL LOAN BUSINESS | NOV 2020 - DEC 2021

STANDARD CHARTERED

- Hired a team of 15 members to promote and sell credit cards to potential customers.
- Achieve sales targets as per company requirements.

④ INTEL ENABLING MANAGER | SEP 2018 - AUG 2020

CPM INDIA SALES & MARKETING PVT LTD

④ SYSTEM ENGINEER | OCT 2017 - JUN 2018

WIPRO TECHNOLOGY

④ PLC PROGRAMMER | AUG 2016 - AUG 2017

XNG AUTOMATION SOLUTIONS PVT LTD

④ QUALITY ANALYST | DEC 2013 - JUL 2015

UNILOG CONTENT SOLUTIONS

EDUCATION

④ M.TECH | 2017

NIE (FULL-TIME), MYSORE

- Industrial Automation & Robotics

④ BE | 2013

VVIET/VTU UNIVERSITY, MYSORE

- EEE