

Shaikh Hamid Ali

shaikhhamidali@outlook.com | Karachi, Pakistan | <https://www.linkedin.com/in/shaikhhamidali>
www.hamidali.cc

PROFESSIONAL SUMMARY

Tech sales and account leader with 13+ years of professional experience in operations, sales and account leadership, promoted three times at Logicose from Account Manager to Vice President. Closed about \$800K in software, digital marketing and services deals since Jul 2023, manages a \$2M+ client portfolio and leads a team of up to six. Mechatronics engineer who scopes technical work with developers, sells it, then stays through delivery and renewal. Registered Engineer with the Pakistan Engineering Council.

CORE SKILLS

Sales and Account Leadership: Enterprise and Solution Sales, Key Account Management, Partner, Reseller and White-Label Sales, MEDDIC Qualification, Challenger Selling, SOW, SLA and Multi-Year Negotiation, Upselling, Cross-Selling and Renewals, Pipeline Management, Sales Forecasting, Territory Planning

Leadership and Operations: Team Leadership, Hiring and Coaching, Performance Evaluations, P&L Management, KPI Scorecards and Leadership Reporting

Product and Delivery: Product Ownership, Custom Software and Web Delivery, CRM Design and Account Planning, Scoping with Engineering and DevOps Teams, Client Onboarding and Go-Live, Fraud, Identity Verification and AML Integration

Marketing and Growth: Search Engine Optimization (SEO), Pay-Per-Click (PPC) Advertising, Google Ads, Meta Ads, Social Media Management, Content Strategy and Copywriting

Tools: Salesforce, HubSpot, Zoho, GoHighLevel, LinkedIn Sales Navigator, Apollo / ZoomInfo, CallRail, 3CX, RingCentral, Google Analytics 4 (GA4), Semrush, Microsoft Excel, Google Sheets, SQL, Power BI / Looker Studio, Zapier / Make / n8n, Jira / Trello, Slack, Microsoft Teams, Notion, Figma, Adobe Illustrator, Adobe Photoshop, Python, Loom, SPSS

AI: Generative AI and LLM Workflows, Custom Dashboards Built with GenAI, ChatGPT, Claude, Gemini, Perplexity, Grok, Cursor / Copilot

Engineering Software: AutoCAD, SolidWorks, ANSYS Workbench, MATLAB, Engineering Equation Solver (EES)

Languages: Urdu (native), English (professional)

PROFESSIONAL EXPERIENCE

Vice President, Account Management | Logicose | Karachi, Pakistan | Jul 2023 – Present

- Closed about \$800K in software, digital marketing and services deals since taking the role; average deal about \$20K, largest \$170K.
- Manage a \$2M+ client portfolio including cross-sell and renewals, plus reseller and white-label partners in the US and Europe averaging about \$200K per account.
- Negotiate SOWs, SLAs and multi-year terms, qualify with MEDDIC, and engage the final decision-maker directly on larger deals.
- Own the team P&L and lead up to six people with quarterly and six-month reviews; hired and trained an Account Manager who became Assistant Vice President, then a second who reports through that role.
- Track the team on scorecards: lead response time, proposal-to-negotiation progression, conversion, closing amount and average sale value.
- Designed the CRM account-planning and forecasting structure and built an AI-assisted pipeline workflow (call transcription, LLM summaries, forecast evaluation) using generative AI; my team uses it daily and it feeds a leadership portfolio report.
- Led a SEON fraud-detection, identity-verification and AML integration for a gaming client, cutting fraud claims by more than 80%.
- Won and delivered an investment platform for a US firm as account lead and product owner: \$178K platform total plus recurring maintenance, and \$70K reinvested by one client after seeing the app.

Assistant Vice President | Logicose | Karachi, Pakistan | Jul 2022 – Jul 2023

- Directed SEO, PPC and paid social programmes for enterprise accounts; found channel-expansion opportunities that raised client retention and closed the resulting contracts myself.

Senior Account Manager | Logicose | Karachi, Pakistan | Sep 2021 – Jun 2022

- Built and presented data-backed proposals and campaign strategies (SEO, PPC, brand visibility) that turned client goals into measurable plans.

Account Manager | Logicose | Karachi, Pakistan | Jan 2021 – Aug 2021

- Owned client onboarding and account growth for digital marketing and software engagements.

Senior Executive Sales | Grand Insight | Karachi, Pakistan | Mar 2020 – Oct 2020

- Led digital marketing strategy (PPC and social outreach) for North American clients and scoped technical projects through to delivery handoff.

Sales Executive | Abtach | Karachi, Pakistan | Jan 2020 – Mar 2020

- Managed sales and client relations with US-based businesses in the Business Development Unit.

STEM Instructor and R&D Engineer | Robotics World | Karachi, Pakistan | Oct 2018 – Jan 2020

- Designed and built DIY robotics kits for children, and taught with them.

Sales Executive | Digital Globe Services | Karachi, Pakistan | Jan 2017 – Jun 2017

- Managed inbound sales for more than 14 service providers, including Xfinity, RCN and Spectrum, and hit sales targets.

Operations Manager | Dastak Activation | Karachi, Pakistan | May 2015 – Mar 2016

Operations Manager | Eternity Corp. | Karachi, Pakistan | May 2013 – Feb 2015

EDUCATION

B.E. Mechatronics Engineering | SZABIST | Karachi, Pakistan | Aug 2014 – Sep 2019

- Major in Industrial Automation; minors in AI and Computer Vision.
- President, SZABIST Student Council (2017-18); Program Representative (2015-17).

CERTIFICATIONS

Registered Engineer, Mechatronics | Pakistan Engineering Council

CS50: Introduction to Programming with Python | HarvardX (edX)

Google Analytics 4 (GA4) Certification | Google

PROJECTS

The Social Mixer (thesocialmixer.co)

Co-founder and product owner of a live events and community platform in Pakistan; member app, staff app and staff CRM in development.