

Sajid Hamid

Profile Summary

Experience of over twenty seven years in the IT software industry, worked with several local and international clients, including fortune 500 companies, performed diversified management responsibilities.

Currently working as a Managing Director at Evantagesoft (pvt) Ltd, specializes in providing Financial platforms and services ranging from Cross Border Payments, Digital Banking, Mobile Money, Mobile Wallet, international Remittances and various other Financial Solutions. Establishing global partnerships, and aligning the course of the company to make it a prominent player in various developing economies.

Having completed my Masters in Computer Science and started my career as a software programmer at Systems Limited, I moved to US and worked with Visionet Systems (sister concern of Systems Limited) and worked with various large international clients in key management positions. Spent over 12 years working with various fortune 500 international companies in diversified capacities. As a Vice President, was primarily responsible for the overall customer engagements in multiple verticals. This role provided me an opportunity to oversee the operations on a larger scale and involved in devising a strategic growth direction of the company.

Later, joined Systems Limited operations again, and was given the responsibility to diversify the business growth opportunities in Pakistan and Middle East region. Strategized and started the Domestic Business Unit (DBU), along with the expansion and streamlining of the already existing offshore software division. Expanded the revenue and operations of the Domestic Business Unit by many folds. As an EVP– Professional Services, expanded the revenue and operations of the DBU by many folds.

I believe in leading the company's growth with higher excellence delivery process through Innovation, well-defined processes, client satisfaction, and project delivery by executing through the mix of technologies and business domain.

- Reviewing the Market Dynamics and plan the company's direction, in order to set up Annual Targets & departmental budgets, investment opportunities, operational efficiency, resource utilization and implementation plans.
- Recognizing profitability and revenue potential in emerging markets so as to plan Company's roadmap and its execution
- Skilled at providing strategic guidance for emerging technologies, so as to set up new Business Divisions within the company.
- Following the Centre of Excellence approach to help set up divisions within the organization to kill silos and promote internal coordination and increase productivity.
- Creating operational excellence through establishing process oriented frameworks, ensuring project management and quality maintenance and setting up structural hierarchy and cost centers.
- Setting up sales plans, planning and leading pre sales engagements, and ensuring that the annual sales targets are accomplished against each defined KPI.
- Planning Successful delivery and exit strategies for Divisions, and project teams while being engaged with large scale private and public sector organizations

- Ensuring that client engagement is taken care of during and after the project implementation.
- Building long term, profitable client relationship for successful cross selling and creating referral opportunities.
- Overlook the hiring, training and mentoring of employees and played an instrumental role in cultivating the resource pool

Key Achievements:

- Initiated and set up the strongest ERP division at Systems Limited – MS Dynamics AX and CRM, that caters to Pakistan, UAE & US markets.
- Responsible for setting up the Microsoft Technology divisions within the company to cater to requirements from both, Domestic and International markets
- Responsible for setting up the IBM Middleware Technology divisions within the company to cater to requirements from both, Domestic and Regional markets
- Expanding the IT solutions offerings of the company by augmenting the ADM portfolio.
- Focused on Product Development and creating/reviewing roadmaps for new Product Offerings.
- Established the Centre of Excellence concept at Systems Limited and increased the workforce and talent resource pool.
- Successfully raised the revenue streams of the divisions under my supervision, almost doubling on YoY basis.
- Achieved and stabilized the gross and net profitability targets of the divisions under my supervision.

Professional Experience

Evantagesoft Pvt. Ltd.

Managing Director

February 2016 – Present

As the Director of the company, leading global FinTech initiatives especially in Remittance and Borderless Commerce domain. Establishing global partnerships, and aligning the course of the company, with respect to products and resources, to make it a prominent player in various developing economies.

Responsible for providing business and technology leadership in both internal and client driven technology initiatives as well as capacity building and goal setting for engineering teams, devising strategy and roadmap to achieve organizational objectives and goals.

Systems Limited

April 2007 – February 2016

Executive Vice President

January 2015 – February 2016

Senior Vice President

January 2009 – December 2014

Director – Mortgage Practice

April 2007 – August 2010

As the Head of the Professional Services Division of Systems Limited & TechVista Systems, I assumed the responsibility of heading the entire software professional services group. My primary responsibility was to establish a Direct Business Unit (DBU) to diversify the revenue stream of the company by exploring business growth opportunities in Pakistan and Middle East region.

For Middle East, the focus was to create a solid set up in the Middle Eastern market to penetrate in technology areas where we could excel by providing services. Set up TechVista Systems FZ LLC - UAE, in Dubai – followed by Qatar, Oman, Bahrain and Saudi Arabia. Collaborated with partners to initially enter the market, and then expanded our own sales team and started bidding and winning the projects on our own. Techvista is now a LLC company.

Established the sales and marketing engine in ME, North, South and Islamabad region in Pakistan, focused on some specialized business and technical verticals and Government sector. The operations in both Pakistan and ME increased exponentially resulting in the significant increase in the revenue of the company, almost doubling on a YoY basis.

As a part of the operation excellence initiative, I established the Center of Excellence concept, and established one of the largest Microsoft ERP division – MS Dynamics AX and CRM, in Pakistan, that caters to Pakistan, UAE & US markets. Systems Limited achieved the prestigious award of “Presidential Club’ in its first year of establishment, and maintained the honor in its subsequent year - two years in a row.

From 2007-2009, I was heading the software group, responsible for delivering services to the company’s Mortgage clients’ for Visionet Systems Inc (VSI), sister company of Systems Limited in US. Was responsible for the accounts and relationship management for all mortgage clients. In addition to keep the continuous relationship with the existing clients, was also responsible to grow the revenue stream from the existing and the new mortgage clients to the portfolio by identifying the pain points of the market, and research and develop solutions/products around the needs.

Vice President

Visionet Systems Inc.

January 1997 – April 2007

At Visionet Systems, I was primarily responsible for engagement management of the mortgage specific customers at the west coast. That includes fortune 500 customers like Washinton Mutual, Bank of America, IndyMac and Countrywide Home Loans.

Some of the major products/Projects, which are developed and deployed at various client locations, were, Foreclosure Processing System (FPS), Document Management System (DMS), VisiLoanReview, VisiRelease, VisiREO, VisiEscrow, VisiRetention, VisiRepurchase, VisiView, and VisiOCR.

Additionally, a large number of software consultancy projects were evaluated, got developed and delivered which includes Conversion of origination system from NetDynamics to Websphere, Powerbuilder up gradation project, bankruptcy system, Pay off satisfaction system, branch code expansion project and Y2K compliance projects.

Senior Project Manager

Systems Limited

January 1993 – December 1996

Started my professional career at Systems as a programmer and then was eventually promoted to the position of Senior Project Manager. I had been involved in some major project both for international and local market.