

Contact

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Top Skills

Prompt Engineering
Agent Development
AI Governance

Languages

English (Full Professional)
Hindi (Native or Bilingual)
French (Limited Working)

Certifications

Commercial Management - MCM
AI agent fundamentals with Azure AI Foundry
Power BI Data Visualization and Dashboard Tips, Tricks, & Techniques
Programming for Everybody (Getting Started with Python)
AI Agents Fundamentals

Honors-Awards

Target Achiever - Consecutive months

Parvez Alam

Enterprise Data Strategy Leader | Turning Data into CFO-Level Decisions | AI & Digital Transformation | UAE | AFRICA | INDIA
Dubai, United Arab Emirates

Summary

I have built data functions that did not exist before I arrived — and left organisations that could not go back to the way things were. At Compusouk, I designed and deployed an enterprise analytics framework across four countries, reaching 97% adoption. I restructured data pipelines across four business functions, improving data quality by 95%. I built procurement analytics covering 1,200 vendors, which led to removing 12% of underperformers and growing strategic vendor relationships by 9%. These are not incremental improvements — they are structural changes to how the business runs. In parallel, I partnered with the CFO to build financial dashboards monitoring \$150M+ in revenue. Aging receivables dropped to 1%. Inventory loss went from 3% to zero. When the legacy system became the constraint, I wrote the business case, modelled the ROI, and walked executives through it. Approval came in two weeks. Annual savings: \$86K. Earlier in my career, I built the global reporting pack for Securitas's €500M client portfolio and cut month-end close at British Telecom from seven days to five through automated reconciliation. My technical foundation is SQL and Power BI, with growing depth in Microsoft Fabric, Power Apps, and Power Automate. I am currently working toward Azure certification and expanding my Python capability — skills I see as essential for the next generation of data infrastructure. I am looking for a Senior Manager or Head of Data opportunity in the UAE where the work is genuinely strategic. Happy to connect if that is the kind of conversation you are having.

Experience

CompuSouk
Manager Data Analytics
December 2021 - Present (4 years 5 months)
Dubai, United Arab Emirates

- Incubating analytics function across 4 countries for digital transformation on the business.
- Creating & monitor KPI's across 4 countries for CFO and BU Heads to help them make data driven decisions.
- Collecting, cleansing, manipulating & leveraging data to improve growth, client experience and business processes.
- Aligning requirements of stakeholders to strategies analytical insights with Power BI reports & dashboards.
- Integrating Power BI services with Dynamics 365 Business central, CRM Sales, Mysql , Power apps, Power automate & Azure.
- Collaborating globally with IT leads, BU & regional heads to consolidate requirement and manage new projects.
- Initiate and create project pipeline and prioritise with existing projects with team of 4 across the BUs.

Securitas Group

Performance Manager

March 2020 - December 2021 (1 year 10 months)

Gurugram, Haryana, India

- Spearheaded analytics function for global clients Europe's portfolio digital transformation.
- Perform data analysis using Power BI, SQL, excel & statistical techniques to provide findings to C-level decision group.
- Answered and presented key business solutions to leadership with interactive dashboards & innovative visualization.
- Implemented MS Dynamics sales & trained colleagues in EU countries by optimizing the process of data governance & quality, mining, modelling, storytelling & visualization.
- Partnered across regional teams to identify leakages resulting to add revenue & margin to global portfolio.
- Project management using UAT testing, data migration & integration for sprint release & deployment in production.
- Created & measured Finance & CRM dashboards for President Europe using power BI.
- Analysis of KPIs, pipeline, win/loss, conversion rate, hit rate, trend, activities, market & industry for COO & CCO.

BT - Global Services

6 years 5 months

SME - Data & Analytics

July 2016 - March 2020 (3 years 9 months)

Gurgaon, India

- Providing critical inputs to Business Directors and GM's for Global Portfolio Management team.
- Reporting and analysis of all the new and existing portfolios for future business prospects.
- Variance analysis, Budget Analysis, Trend analysis.
- Collection, and analysis of information, and then to present the information to agreed standards and timeframes for (senior) management.
- Working in partnership with the Risk assessment team, Governance team, Bidding team, and other specialist to ensure positive results.
- Modelling Revenue forecasting and/or volume interpretation upon which decisions can be made.
- Actively working on new ideas for Investment board to implement new Capex on various portfolios.
- Providing support to product managers and other teams regarding product forecasting models and details of product revenues and volumes.

Associate

November 2013 - June 2016 (2 years 8 months)

INDIA

- Analyzing and reporting critical financials for global contracts to contract accountants to boost profitability of the contracts.
- Working with BT Business Finance on global contracts for regions and verticals (UK and US&C).
- Coordinating with Finance Managers and stakeholders for implementation of new reports and guidelines.
- Assisting stakeholders in amendment of reports during organizational restructuring.
- Analyzing and reporting for various cost and revenue assurance reports.
- Working on some of the world's best finance tools.
 1. Hyperion Financial Management Tool – HFM. 3. Oracle Business Intelligence – OBI.
 2. Global Finance Platform – GFP.
- Closely work with FP&A and RPA team on monthly and yearly reporting.
- Analyzing actuals, forecasting and budgeting from various perspectives and reporting.
- Liaising with different LOB's for closing of contractual figures.
- Completed MCM (Commercial Management) Practitioner Training for BT – CBS.

World Vision International FZE, a Flagship company of Worlds
Window Group

COMMERCIAL EXECUTIVE

July 2012 - July 2013 (1 year 1 month)

CONAKRY, GUINEA - AFRICA

Roles and Responsibilities.

1. Commercial lead - Business development, Revenue management and Branch operations.
2. Engage with and influence senior managers across projects (including GM and Continent Head) to coordinate and support projects in planning and execution.
3. End to end Project coordination with senior management, client management, partners, vendors and technical personnel.
4. Generated new deals and business worth more than \$ 1.2 million during work tenure.
5. Supply Chain Management and Logistics as thrust area of work.
6. Shipping Line - New Contracts, Freight negotiations, Freight forwarding, shipment handling, loads and Export/Import.(Maersk Line, SafMarine, MSC etc.
7. Procurement/Supplier Management — Estimate, plan, and manage the work of subcontractors and other external project resources. Develop and manage all the financial and strategical aspects.
8. Prepare, consolidate and finalize reporting across different projects, including project financials and milestones and by analyzing project data and/or progress reports to identify exceptions, trends and risks/issues.
9. Daily reports, Weekly fund requirements for branch operations, staff management.
10. Negotiating continuously for best quality and cost effective deals with different clients through effective Vendor Management and minimizing and working on 0% credit risk for a business in pre-financing.

11. Continuous assessment of potentially identified markets and clients and implementing related activities for long-term benefits.

Bharti Airtel Limited

Summer Internship

May 2011 - June 2011 (2 months)

Title of the Project: "To Analyze the Satisfaction Level of Retailers in Telecom Industry"

Lead a group of 6 students as a team leader, Coordinated process and ensure 100% compliance to the process of research work of team.

Feedback of over 200 retailers in Lucknow for successful completion of research work and project work.

Conceived and conceptualized the project plan to achieve realistic view of the market in terms of B2B and B2C with company, retailers and customers.

Learned the corporate work style, terms, planning and execution and obtaining results.

Exposed different marketing segments like,

- New potential areas to grow geographically,
- Service is better identified by clients in a particular area,
- Comparison with the competitors for better strategies.

Received "A+" on College level for the analysis of the project.

Education

Jaipuria Institute Of Management, Lucknow

PGDM, Marketing and Finance · (2010 - 2012)

Christian Degree College, Lucknow

Bachelor of Arts (B.A.), Economics, Political Science · (2006 - 2009)

Kendriya Vidyalaya

Senior Secondary, Humanities · (2005 - 2006)