

MOYNUL HASAN

TECHNO COMMERCIAL
SALES & OPERATIONS

SUMMARY

More than 15 years' experience in Telecom/ISP,OTT,VOIP sales and operation, Deep knowledge of Pre Sales, Ordering and Quoting Manage, Measure & monitor all quoting activities, and provide the direction to the pre-sales support teams. Infrastructure Management, OFC Roll Out, O & M, Sales and Services of FTTH Connection and Enterprise Connection, State wise Operations, Network Management, System Administration, Managing Projects Large Networks, WAN Network Devices (Router, Switches, UTM, Bandwidth Management (24 Online, IPACCT), EOC, DOCSIS, EPON/GPON administration and implementing, Fiber and Coex network design for CATV and Broadband and last mile setup in different customer and different working environments and Technical Support.

I was associated with Alliance Broadband Services Pvt Ltd. Handling presently close to 8 Lac Broadband Users with 4000 franchises.

Alliance was No.1 player in terms of not only Seeding of ONU but also Revenue in Eastern Region with > 70% market share.

Adept in IT/Telecom Infrastructure Management, Technology Resource Administration with experience of establishing vendor networks, forging strategic alliances & partnerships.

Excellent communication and interpersonal skills with proven abilities in resolving complex networking issues.

EXPERIENCE

Operation Head (ISP) - Sales & Operations Jan 2024 - Present
Zita Telecom Private Limited

Handling the Video and Data Business of the company i.e. Cable and Broadband services for Pan Eastern Region including North Eastern Region, South Region, Goa, Maharashtra, J&K.

I manage the critical business finance and customer experience functions of broadband vertical on a national level. I drive the service delivery and assurance functions in these markets.

Network Administrator, Sales & Operations Head Jan 2021 - Jan 2024
Alliance Broadband Services Pvt Ltd.

For East Region, South Region, Goa, Maharashtra, J&K

CONTACT

hasan.moynul@gmail.com
9903573373
Madarat, Baruiapur,
24PGS(S), 700144

EDUCATION

B. Tech

Electronics &
Communication
Engineering, 2008.

SKILL

- Sales and operation.
- Entrusted with the responsibility of managing operations & Pre and Post Sale Technical Support for the PAN India Service Team & Sales Team.
- Manpower management, business expansion, and customer relation enhancement.
- Coordinate with the Regional Service Manager for meeting the technical activity.
- Coordinate with Hardware ODM (China & Taiwan) team and Software R&D to build up robust products.
- Training: Providing technical training related to our products to customers or our field team to update the System Technical Support to the Field team.
- Efficiently managed entire day-to-day activities covering wide functional areas include designing & developing the workflow program, debugging, and troubleshooting of the application.
- Branding for the company.
- Managed entire Testing and assembling line to manufacture ONT, Soho Router, Switch, SFP, WiFi, CPE.
- Consulting different vendors for certification like e-Waste, ETA, TEC, ISO, Metrology, TSP, etc.
- Infrastructure Management.
- OFC Roll Out.

Manager - Techno Commercial

Aug 2020 - Dec 2020

Indusing Media & Communications LTD.

Hinduja Group

Handling the Video and Data Business of the company
i.e. Cable and Broadband services for Pan Eastern Region
Including North Eastern Region, South Region, West Region.

Network Administrator, Sales & Operations Head Jun 2017 - Jul 2020

Alliance Broadband Services Pvt Ltd.

For East Region, South Region, Goa, Maharashtra, J&K

Manager-Technical (ISP)

Mar 2016 - Jun 2017

Prisma Digital Network LTD

For Bangladesh, Sri Lanka & Singapore

Technical Policies & Procedures, Planning & Organizing, Project Management, Reporting, Vendor Management, Financial, understanding, Presentation skills (oral and written), Network Operations.

Sr. Central NOC Engineer

Jan 2011 - Mar 2016

INDIAN CABLE NET COMPANY LIMITED (SITI CABLE)

For East Region

Worked as a NOC Head

System & Support Executive

Aug 2008 - Jan 2011

Globetek Infosys

DECLARATION

...

I hereby declare that all statement made here in above are true, complete and correct and are not false or misleading

- & M.
- Sales and Services of FTTH Connection and Enterprise Connection.
- State wise Operations.
- Network Management.
- System Administration.
- Managing Projects Large Networks.
- WAN Network Devices (Router, Switches, UTM).
- Bandwidth Management (24 Online, IPACCT).
- EOC, DOCSIS, EPON/GPON administration and implementing.
- Fiber and Coex network design for CATV and Broadband.

AWARDS

- Awarded the ET TELECOM AWARDS 2014 By THE ECONOMIC TIMES for Excellence in Broadband Product & Customer Service to Indian Cable Net Company Limited.
- Awarded the Best WiFi Service Provider of Eastern region and leading player in the FY 2016-2017.