

Md. Toufiq Ur Rahman

Cloud & AI Business Development · Strategic Alliances · Go-to-Market

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PROFILE

Cloud business leader with 12+ years in technology and 8+ years in cloud business across AWS, Huawei Cloud, Microsoft Azure, Google Cloud and Oracle Cloud. I build long-term client partnerships and help organizations achieve digital transformation through cloud adoption, combining a hands-on infrastructure and architecture background with enterprise sales, go-to-market planning and partner ecosystem development. Trusted advisor at CXO level, focused on outcomes the customer can measure: lower cost, stronger security, more agility and a roadmap that scales.

12+	8+	5	11
years in technology	years in cloud business	cloud platforms	certifications

EXPERIENCE

Assistant Manager, Business Development
Nov 2026 – Present

Brain Station 23 PLC · Dhaka

- Rejoined Brain Station 23 to drive new business development across cloud and technology services.

Chief Operating Officer
Sep 2025 – Present

Azzda Technology Solution · Finland

- Partner with the CEO to define and execute strategy for growth and operational excellence.
- Streamline processes, manage budgets and performance metrics, and lead teams to operational targets.
- Build relationships with clients, vendors and partners and drive adoption of new technology.

Business Development Manager
May 2025 – Apr 2026

Huawei Bangladesh · South Asia Cloud Business Department, Dhaka

- Developed new Huawei Cloud business across private sector, manufacturing, telecom and startups; **grew the Huawei Cloud pipeline by 45%**.
- Designed and executed go-to-market strategies and business plans; primary contact for strategic cloud customers.
- Built partnerships with system integrators, ISVs and cloud solution providers; **40% of new deals co-sold with partners**.
- Represented Huawei Cloud at industry events, webinars and customer workshops; reported pipeline and market intelligence to senior management.

Senior Enterprise Account Manager, Cloud
Jul 2023 – Apr 2025

Brain Station 23 PLC · Dhaka

- Trusted advisor to key enterprise clients on AWS, Azure and Google Cloud solutions.
- Grew accounts through upselling and cross-selling, with account plans tied to client business goals.
- Led contract negotiations and guided clients on architecture, scalability, security and cost optimisation; **cut one client's monthly cloud cost by 42%**.

CORE EXPERTISE

Cloud go-to-market · Enterprise sales · Key account growth · Strategic alliances · SI / ISV partner co-sell · Pipeline & forecasting · Deal closure · Contract negotiation · CXO advisory · Cloud migration · Cost optimisation · Well-Architected · Market intelligence · Team leadership · License & subscription sales · Partner tier management

PLATFORMS & PARTNERS

AWS
Solutions Architect Professional

Huawei Cloud
South Asia Cloud Business Dept.

Microsoft Azure
Solutions Architect Expert

Google Cloud · Workspace · Education
Professional Cloud Architect

Oracle Cloud (OCI)
Architect Professional

Atlassian · ClickUp
Partner tier · license sales

EDUCATION

Executive MBA
American International University-Bangladesh · 2025

Advanced Certificate for Management Professionals (ACMP 4.0)
IBA, University of Dhaka · 2023

B.Sc. in Computer Science & Engineering
American International University-Bangladesh · 2009–2013

EXPERIENCE (CONTINUED)

Cloud Account Manager
Feb 2021 – Jun 2023

Brain Station 23 Limited · Dhaka

- **Consistently met or exceeded quarterly revenue targets** in a defined AWS territory.
- Built CXO-level relationships and positioned AWS services with developers and IT architects.
- Supported cloud migrations, cost optimisation and Well-Architected best practices; managed pipeline in HubSpot.

Technical Support Engineer
Aug 2019 – Jan 2020

Shanghai Wicresoft Co., Ltd · Shanghai, China

- Represented Microsoft to Microsoft 365 and Exchange Online customers across the Asia Pacific and Greater China region.
- Handled migration, troubleshooting and delivery across Exchange, SharePoint, Teams and Azure Active Directory.

Technical Coordinator
Oct 2018 – Nov 2019

Genese Solution · Dhaka

- Supported business development and account teams in building and migrating workloads on AWS.
- Ran customer training sessions and architecture discussions on the AWS value proposition.

Earlier roles
2014 – 2021

IT Officer, Campaign for Popular Education (2020–2021) · Field Engineer, AVASO Technology Solutions (2018–2020) · IT Support Officer, CerebralLink (2015–2018) · Project Coordinator, Computer Services Ltd., Rajuk and BTCL data centre projects (2014–2015).

SELECTED ENGAGEMENTS

CLOUD GTM

Building Huawei Cloud's market in Bangladesh

Segment-focused go-to-market plans, customer workshops and visibility at industry events across private sector, manufacturing, telecom and startups.

+45% Huawei Cloud pipeline

PARTNER DEVELOPMENT

Co-selling with system integrators and ISVs

Recruited and managed SI, ISV and solution-provider partners with joint selling and co-marketing to extend reach beyond the direct team.

40% of new deals co-sold

ACCOUNT GROWTH

Growing AWS revenue across an enterprise territory

Territory and account plans, CXO engagement and disciplined pipeline management to raise cloud adoption and share.

Met or exceeded quarterly targets

MIGRATION & OPTIMISATION

Moving clients to the cloud and cutting run cost

Migration support, Well-Architected reviews, governance checks for at-risk accounts and cost-optimisation recommendations.

–42% monthly cloud cost for a client

AWARDS & RECOGNITION

Huawei TechConnect
Participant · 2025

AWS Community Day Malaysia · Mumbai · Kolkata
Participant · 2024, 2023, 2019

Quiz Competition Award
Cisco Networking Academy (NetAcad) · 2016

CERTIFICATIONS

AWS — **AWS Certified AI Practitioner** — Nov 2025

AWS — **AWS Certified Cloud Practitioner** — Oct 2022

GCP — **Google Cloud Professional Cloud Architect** — Apr 2022

OCI — **OCI 2021 Architect Professional** — Feb 2022

OCI — **OCI 2021 Architect Associate** — Feb 2022

AWS — **AWS Certified Solutions Architect – Professional** — Jun 2021

AZ — **Microsoft Certified: Azure Solutions Architect Expert** — Feb 2021

AWS — **AWS Certified Solutions Architect – Associate** — Jun 2019

ITIL — **ITIL Foundation in IT Service Management** — Apr 2018

IP — **IT Passport Examination (ITEE), Bangladesh Computer Council** — Mar 2018

CCNA — **Cisco Certified Network Associate, Routing & Switching** — Nov 2017

Verify badges at credly.com/users/toufiqurrahman

LANGUAGES

Bangla
Native

English
Professional

TOOLS

HubSpot · Claude Code · Codex · ClickUp · Microsoft 365 · Google Workspace · Teams · Zoom · Meet · Chime · Cloud consoles & billing