

## CONTACT

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Dhaka, Bangladesh

## REGIONAL EXPERIENCE

- Bangladesh
- Nepal
- Bhutan
- Sri Lanka
- Maldives
- Pakistan
- Singapore
- Malaysia
- Cambodia
- Myanmar
- Laos

## CORE EXPERTISE

- Alliances & Channel Strategy
- Cloud & AI Transformation
- Partner Recruitment & Enablement
- Enterprise Architecture
- GTM & Pipeline Development
- VAD / VAR Governance
- Executive Stakeholder Management

# Md Tanvir Hamid

Senior Manager, Alliances & Channels, Oracle

**Technology Business Leader | Cloud, Data & AI Transformation**

## PROFESSIONAL SUMMARY

Accomplished technology business leader, solution architect, and channel executive with 16+ years of experience advancing enterprise modernization across South and Southeast Asia. Currently serving as Senior Manager, Alliances & Channels at Oracle, leading partner-led growth, cloud adoption, engineered systems, database, data-platform, and AI initiatives across multi-country emerging markets. Combines deep technical solution expertise with business leadership across banking, financial services, telecommunications, government, and other mission-critical sectors.

## ORACLE EXPERIENCE

2022 - Present

### Senior Manager, Alliances & Channels

**Oracle | South & Southeast Asia**

- Lead partner strategy and partner-led growth for Oracle Cloud Platform, Database, Engineered Systems, and enterprise infrastructure across multi-country markets.
- Recruit, onboard, enable, and govern VADs and VARs; design two-tier distribution models and align partner investment, capacity, compliance, and execution with regional priorities.
- Develop joint business plans and go-to-market programs while coordinating sales, solution engineering, cloud, operations, finance, credit, legal, and compliance stakeholders.
- Advise partner leadership and enterprise customers on OCI, Autonomous Database, Exadata, ODA, PCA, and enterprise data-platform modernization.
- Conduct training and executive engagements with government entities across covered territories on adopting artificial intelligence through business-intelligence tools and customized applications.
- Guide partners on responsible, business-aligned AI adoption, including decision intelligence, retrieval-augmented generation, predictive and prescriptive analytics, domain-focused language models, and ethical AI governance.
- Drive operational excellence across partner readiness, opportunity hygiene, forecasting, escalation management, contractual requirements, and compliance-sensitive indirect-channel transactions.

## PERFORMANCE HIGHLIGHTS

**FY26 Total**

# $13.8M

- $1.2M Tech Cloud
- $818K N&E
- $6.0M OP Tech
- $6.6M Hardware

**15 Systems GTM activities delivered in FY25**

## PROFESSIONAL STRENGTHS

- Strategic leadership
- Stakeholder alignment
- Commercial discipline
- Complex problem solving
- Cross-functional execution
- Partner mentoring
- Compliance awareness
- Executive communication

## PRODUCT KNOWLEDGE

- Oracle Cloud Infrastructure
- Oracle Database
- Autonomous Database
- Exadata
- Oracle Database Appliance
- Private Cloud Appliance
- SPARC & Solaris
- Enterprise Data Platforms
- Business Intelligence
- AI Applications

## ORACLE ACHIEVEMENTS

- Delivered FY26 performance of $13.8M: $1.2M Tech Cloud, including $818K N&E; $6.0M OP Tech; and $6.6M hardware.
- Delivered 15 Systems go-to-market activities in FY25 and continued ODA-focused campaigns and partner-funded programs supporting bookings and future pipeline.
- Built and governed partner ecosystems through structured enablement, business planning, pipeline reviews, readiness tracking, and operational escalation.

## WORK EXPERIENCE

Apr 2021 - 2022

### Regional Director, SAGE West

**LS Systems Pte. Ltd.**

- Led Oracle-focused regional business across Bangladesh, Sri Lanka, Nepal, Bhutan, Cambodia, and Laos, covering strategy, budgets, partner development, sales execution, operational risk, and executive reporting.
- Built regional business plans and partnership models across financial services, telecommunications, and BPO sectors to create new GTM motions and revenue streams.
- Managed an annual target of $20M and achieved $13M through Q3 in FY2021-22.

Jun 2018 - Mar 2021

### Business Manager - Regional Markets

**Redington Distribution**

- Led regional sales, solution design, pricing, technical consulting, customer presentations, pipeline management, and partner engagement for Oracle, Huawei, and Cisco portfolios across Bangladesh, Nepal, Bhutan, Sri Lanka, and Maldives.
- Translated customer requirements into integrated technical and commercial solutions and maintained regional forecasts.
- Exceeded the FY2020-21 annual target of $10M with $13.5M in achievement.

Nov 2012 - May 2018

### Manager, Oracle Systems & Lead Solution Architect, APAC

**EZY Infotech Pvt. Ltd.**

- Led Oracle Systems sales and solution architecture across Bangladesh, Sri Lanka, Nepal, Cambodia, Myanmar, Laos, and Pakistan.
- Covered solution design, bill-of-material configuration, pricing, customer presentations, technical consulting, partner authorization, and resale-right issues.
- Worked closely with Oracle sales and presales teams to accelerate opportunity progression and resolve technical and commercial issues.

## EDUCATION

**Executive MBA**

AIUB | 2022

Magna Cum Laude
CGPA 3.89/4.00
Merit Scholarship

**B.Sc. in Computer Science & Engineering**

University of Dhaka | 2009

## AI FOCUS

- Enterprise Decision Intelligence
- Retrieval-Augmented Generation
- Predictive Analytics
- Prescriptive Analytics
- Domain-Focused LLMs
- Ethical & Explainable AI
- AI-enabled BI
- Customized Applications

## TRAINING LOCATIONS

- Singapore
- Thailand
- Indonesia
- Vietnam
- Sri Lanka
- Bangladesh

## EARLIER EXPERIENCE

Dec 2010 - Oct 2012

### Technical Consultant, Enterprise Solutions

**aamra technologies limited**

- Analyzed customer requirements and designed integrated enterprise solutions across Oracle/Sun, Dell, IBM, and EMC platforms.
- Served as a trusted technical evaluator and coordinated multi-vendor enterprise infrastructure solutions.

Mar 2009 - Nov 2010

### Trainer & Coordinator

**iQtech Ltd.**

- Scoped client projects, estimated and developed modules, coordinated delivery teams, and supported successful project completion.

## SELECTED ENTERPRISE ENGAGEMENTS

- Core-banking modernization and Oracle platform initiatives for United Commercial Bank, Eastern Bank, and IFIC Bank.
- National ASYCUDA program engagement for Bangladesh's National Board of Revenue.
- Oracle Exadata supply, installation, testing, commissioning, and related services for the Bangladesh Bureau of Statistics.
- Mission-critical infrastructure, business continuity, and high-availability engagements for banking, financial-services, and telecommunications organizations.

## AI ENGAGEMENTS & THOUGHT LEADERSHIP

- Promote enterprise AI adoption that connects structured and unstructured information through retrieval-augmented generation and business-intelligence platforms.
- Advocate decision-intelligence architectures combining predictive and prescriptive analytics with domain-relevant AI applications and appropriate human oversight.
- Focus on secure, ethical, explainable, and business-aligned AI adoption for regulated industries and government institutions.
- Explore partner-led models for scaling AI skills, customized applications, and cloud-based data modernization across emerging markets.

## PUBLICATION & ACADEMIC ENGAGEMENT

- Co-author, “A Cyclic Quorum Based Multi-channel MAC Protocol with Layered Approach for Mobile Ad-hoc Networks,” ICCIT 2010.
- Invited alumni keynote speaker, Department of Computer Science and Engineering, University of Dhaka: career opportunities for CSE graduates, July 2025.

## CERTIFICATIONS

- Oracle SPARC T8 Server
- Solaris 11 Operating Systems
- Exadata Database Machine & Integrated Solutions
- Oracle, Huawei, Dell and enterprise sales/presales learning

## SECTOR EXPERIENCE

- Banking & Financial Services
- Telecommunications
- Government
- Public Sector
- Enterprise Technology
- Distribution & Channels

## LEADERSHIP PROFILE

Technical solution expertise combined with regional commercial leadership, partner governance, and executive stakeholder management.

## SELECTED TECHNICAL KNOWLEDGE

Oracle Cloud Infrastructure (OCI), Oracle Database, Autonomous Database, Exadata, Oracle Database Appliance (ODA), Private Cloud Appliance (PCA), SPARC, Solaris, enterprise servers, storage, virtualization, high availability, business continuity, enterprise data platforms, business intelligence, AI applications, and solution architecture.

## SELECTED TRAINING & PROFESSIONAL DEVELOPMENT

- Oracle Exadata Database Machine and integrated solutions specialization (2021).
- Oracle SPARC T8 Server and Solaris 11 specializations (2022).
- Oracle ACS workshop - Exadata implementation, Singapore (2013).
- Oracle Partner Presales Bootcamp - Oracle Cloud, SPARC servers, storage, database machines, Solaris, virtualization, Oracle Linux, and Enterprise Manager Ops Center, Singapore (2011 and 2013).
- StorageTek TopGun event, Bangkok (2017); EZY CITOO workshop, Bali (2018); Oracle ASEAN appreciation event, Ho Chi Minh City (2019).
- EMC and IBM presales bootcamps covering enterprise storage and server platforms.

## CAREER VALUE

Proven track record of building high-performing partner ecosystems, accelerating cloud adoption, and delivering sustainable business growth across emerging markets. Brings an uncommon combination of solution architecture, partner leadership, commercial execution, and practical AI transformation thinking.

## REFERENCES

Available upon request.