



MOHAMMED NASIF P

IoT Specialist

CONTACT

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Dubai, UAE

QUALIFICATION

B.Tech in Computer Science and Engineering 2013-17
Calicut University, Kerala, India

CERTIFICATIONS & MEMBERSHIPS

- Member of IFGICT 2025
- IFGICT Smart City Certification
- AI Certified 1 Million Prompters Program 2025 (Dubai Future Foundation)
- NVIDIA: Basics to GenAI Practice 2025
- Advantech IoT Certifications 2025
- UL SPIRE Qualified Assessor for Smart Buildings 2024 (UL Solutions)
- Industrial Internet of Things (IIoT) (University of Michigan-Coursera)
- IoT Wireless and Cloud Computing Emerging Technologies (Yonsei University -Coursera)
- Foundation of Project management (Google-Coursera)
- Technical Support Fundamentals (Google-Coursera)
- Cisco Certified Network Associate
- Microsoft Certified Solutions Expert

LANGUAGES

English Hindi
Tamil Malayalam

OBJECTIVES

IoT and IIoT specialist with 8 years of experience in ICT, Smart City integration, and emerging AI technologies. Skilled in end-to-end solution design, business development, and deployment of smart building, utility, and infrastructure systems, driving digital transformation through intelligent, connected, and data-driven solutions.

EXPERIENCES

IoT Specialist

03/2025-Present

Topnet Distribution FZCO, Dubai, UAE

- Lead IoT and Industrial IoT (IIoT) business development within the ICT distribution ecosystem, focusing on **smart buildings, smart utilities, smart city integration**, and connected infrastructure projects.
- Represent and promote a diverse portfolio of **20+ global brands** covering IoT sensors, gateways, structured cabling, surveillance, industrial networking, and data centre solutions.
- Drive **solution design and integration** by collaborating with IoT platform vendors and cloud providers to ensure seamless connectivity and interoperability of third-party sensors, gateways, and applications.
- Design **end-to-end IoT architectures** utilizing protocols such as LoRaWAN, NB-IoT, MQTT, and Modbus to enable secure, scalable, and reliable data communication for industrial automation and remote monitoring.
- Introduce and promote **AI-based video surveillance and analytics solutions**, expanding Topnet's offerings into intelligent monitoring, facial recognition, and behavioural analytics.
- Identify, evaluate, and onboard new **IoT and AI technology vendors** to enhance the company's product portfolio and maintain competitiveness in emerging technology markets.
- Collaborate with **system integrators, consultants, and OEMs** to design and deliver tailored IoT and ICT solutions aligned with customer requirements and budgets.
- Conduct **proof of concepts (PoCs), technical workshops, and partner enablement sessions to demonstrate solution performance, interoperability, and ROI.**
- Coordinate with IoT manufacturers and platform providers such as **Advantech** for solution alignment, project registration, and joint go-to-market initiatives.
- Hold **Advantech Certified IoT Distribution Specialist** accreditation, covering hardware, platform integration, and partner enablement training.
- Support **tender and bid management** for large ICT and IoT projects by preparing detailed techno-commercial proposals and ensuring compliance with specifications.
- Provide **strategic market insights, product positioning, and competitive analysis** to guide vendor onboarding and channel growth strategies.
- Enable **sales and partner teams** through training, solution bundling, and technical support, positioning Topnet as a value-added distributor and trusted IoT technology enabler.
- **Member of IFGICT** (International Federation of Global & ICT) and completed **IFGICT Smart City Certification**, demonstrating expertise in Smart City technologies and digital infrastructure.

Lead IoT Solutions Engineer

01/2024-02/2025

Operon Middle East, Dubai, UAE

- Collaborated with **facility managers, building owners, and stakeholders** to assess operational needs and identify IoT deployment opportunities.
- Designed and implemented **tailored IoT solutions** that optimized energy consumption, enhanced operational efficiency, and improved occupant comfort in smart buildings.
- Integrated **IoT sensors and devices** with existing infrastructure HVAC, lighting, and access control systems to enable seamless automation.
- Developed **real-time analytics dashboards** tracking energy usage, indoor air quality, and occupancy metrics.
- Implemented **predictive maintenance algorithms** to detect potential equipment failures, optimize maintenance schedules, and reduce downtime and costs.
- Led **energy and carbon emissions reduction initiatives** via IoT-driven systems aligned with green building standards.
- Ensured compliance with **data privacy, cybersecurity, and environmental sustainability standards** across all IoT deployments.
- Provided **technical support and training** to facility management teams for system operation, maintenance, and troubleshooting.
- Worked cross-functionally with **software developers, data scientists, and project managers** to deliver integrated IoT solutions on schedule and within budget.
- Collaborated with the **CAFAM team** to integrate devices, monitor daily performance, and produce monthly efficiency reports.
- Prepared **detailed techno-commercial proposals** aligned with project requirements and client expectations.
- Negotiated **vendor agreements** to secure competitive pricing and favourable terms, achieving significant cost savings.
- Partnered with **senior management** to finalize project budgets that met organizational objectives and profitability targets.
- Undertook **UL SPIRE assessments** for EGC compliance.
- Coordinated with **third-party integration teams** to meet client-specific application and platform requirements.

IoT Projects/POCs:

- **Implemented IoT device installations** across diverse facilities, such as WASL Properties, Emirates Golf Club, and Abu Dhabi Equestrian Club, enabling remote monitoring and maintenance to enhance operational efficiency and reduce downtime.
- **Enhanced energy efficiency** and **enabled remote monitoring** of Fresh Air Handling Units (FAHUs) at WASL Properties.
- Led and managed the **implementation of Smart Manhole Sensor devices** in collaboration with Dubai Municipality, demonstrating expertise in advanced IoT solutions.

IoT Solutions Engineer

10/2018-12/2023

iWire Connect LLC, Dubai, UAE

- **Coordinate internal resources and third-party vendors** for seamless project execution.
- **Manage projects** from award through to closure, ensuring timely delivery and meeting client expectations.
- **Prepare solution proposals** for clients, including technical discussions and product presentations.
- **Conduct site surveys** to gather information and requirements before proposing designs.
- **Manage the sales bid** process by responding to RFQs and RFPs.
- **Collaborate closely with sales and technical teams** to ensure the successful closure of the sales process.
- **Maximize network performance** (Sigfox, NB-IoT, LoRa WAN) by monitoring, troubleshooting, and resolving network issues and outages.
- Provide **remote support to on-site engineers and customers** during installation.
- **Involved in RF planning and simulations** for global networks (UAE, India, Jordan, Kuwait, Bahrain, KSA, and Turkey).

- **Monitor and maintain 175 Sigfox base stations** in the UAE, ensuring 100% network availability.
- **Configure callbacks and API setups** for data parsing to build user interface platforms.
- **Configure and install IoT devices** for major clients like Siemens, Dubai Municipality, DEWA, NPCC, ADNOC, and EGA.
- Provide **backend support** including site creation, base station and device registration, upgrades, and device data monitoring.
- Handle **device support** for projects in various countries (KSA, India, Qatar, Indonesia, Jordan).
- Act as a **technical consultant**, proposing solutions that align with client needs and budget.

IoT Projects/POCs:

- **Smart Manhole Devices:** Dubai Municipality and Dubai Police
- **Smart Energy and Water Meter:** Siemens
- **Busbar Temperature Monitoring Sensor:** EGA
- **Smart Athlete and Vehicle Tracking:** Special Olympics 2019, Abu Dhabi
- **Smart Street Lighting:** Fujairah Municipality and MOID
- **Asset Tracking:** FieldCore
- **Smart IoT Devices:** Tahaluf Al Emarat
- **Smart Irrigation:** Concordia
- **Smart Indoor Air Quality Monitoring:** ENBD and Siemens
- **Smart Gas Metering:** ADNOC & Emarat
- **Smart Tracking:** NPCC

System Administrator

10/2017-07/2018

Codinoz Technologies, Kerala, India

- **Monitored, maintained, and supported** computers, laptops, Macs, printers, and scanners.
- **Installed, configured, and optimized** Windows operating systems (7, 8.1, 10).
- Provided **1st level support** for CCTV and access control systems.
- **Created, configured, and maintained** mail accounts.
- **Configured and troubleshooted** MS Outlook, MS 365, and third-party software.

SKILLS

Technical Skills

- **IoT Network Design & Optimization** - LPWAN (Sigfox, NB-IoT, LoRaWAN), RF planning, network performance tuning
- **IoT Device Deployment** - Configuration, sensor integration/calibration, system upgrades, retrofits
- **Platform & Analytics** - IoT platform setup, data parsing via APIs, dashboard design, real-time monitoring
- **ICT:** Industrial networking, structured cabling, data center solutions
- **Standards & Certifications:** UL SPIRE, IFGICT Smart City, Advantech Certified IoT Specialist
- **Wireless Technologies** - 4G/5G, LPWAN, Sigfox base-station maintenance & monitoring
- **AI & Analytics:** Video surveillance, facial recognition, dashboards

Professional Skills

- **Business development** for IoT, IIoT, and Smart City solutions
- Strategic market insights, product positioning, and competitive analysis
- Training and mentoring of sales and partner teams
- **Project Management** - Coordinating resources/vendors, delivering projects on time and within budget
- **Client Consultation** - Requirements gathering, technical proposals, solution presentations
- **Troubleshooting & Technical Support** - Remote and on-site support, system issue resolution
- **Energy & Sustainability Solutions** - Smart-building energy management, green-tech integration
- **Communication & Collaboration** - Cross-functional teamwork, stakeholder engagement

References will be provided upon request