

DAY IN THE LIFE

//INSIDE THE CHANNEL WORKPLACE

THE NETWORKER

In this section of *Channel Middle East*, we pack our bags and head to work with a member of the channel community to find out what a typical day on the job entails.

Name: Suhail Karbhari
Company: EXA Information Technology, Saudi Arabia
Job title: Product & Partner Development Manager
Years in the role: 1
Years at the company: 1
Previous companies: Omikkron Technologies, Alsayed Sons Group

> How would you summarise your role?

To keep it simple I would categorise my role into two parts. The first is business and the second is technical. In the business part of my role, I am responsible for driving partner performance, sales and business planning, as well as designing strategies.

In the technical part of my role, I am

responsible for co-ordinating our technical team to achieve the goals of the company.

> What's the first thing you do when you get in the office each day?

My day starts with a cup of coffee and catching up on e-mails, as well as getting the latest business news from the leading news providers. Every day, I also try to learn at least one different word.

> What does a typical day entail for you?

My typical day starts with checking and responding to e-mails and going through my notes and 'to do' list. I tend to prioritise the different tasks that need performing and then I usually select the hardest one to do right after meetings or appointments. I'll also prepare a report of the day and plan the next day's schedule.

> What qualities do you need to do your job?

There are three things: you need to keep up to date with the latest technology, you need to keep up to date with market trends and you need to be good at analysing business intelligence.

> What's your favourite part of the job?

It requires me to be updated on market trends and to react fast. I also enjoy the high-level top management engagement that this job involves. This part of my job keeps me in touch with the higher management world.

> What is the hardest part of your job?

I would say it is getting a quick response to requests. I am working in the channel partner arena, so it can take months — sometimes more — to develop a relationship or start an initiative.

> What criteria do you measure your performance on?

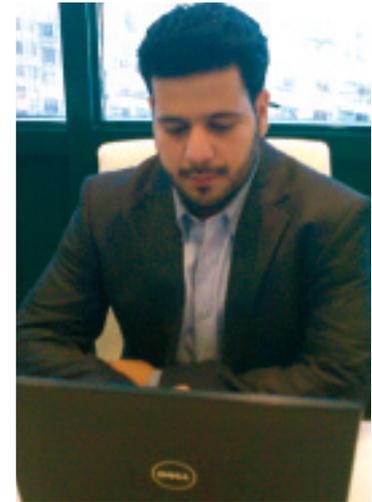
I request my colleagues to give me feedback — including top management — on my work, presentations skills, management speeches and lots of other things. I also like to check my skills by doing the latest tests and technology quizzes on the internet.

> What's been your most memorable moment in your current role?

My most memorable moment in my current role is when I received appreciation from our top management for developing strong partnerships between our company and one of the top partner firms.

> Where do you see yourself in five years?

I have my own career graph, which guides me to achieve my career goals. It helps me



decide whenever I am thinking about moving into a certain field, position or area. According to my career graph, I see myself in a senior management role in the future, perhaps initialising my own organisation to be a future entrepreneur at some point.

> How much time do you spend out of the office each week?

It generally depends on the requirement. After the hours of work have finished, I usually indulge myself in social networking or create awareness about the green world. I also like to gather with friends to share my experience and knowledge.

> What do you get up to during your lunch hour?

I utilise my lunch hour by surfing internet sites and searching for new gadgets.

Would you like your channel job to be featured in our 'Day in the Life' section? If so, e-mail: andrew.seymour@itp.com