

ANJUM KHALEEQ

Sales & Business
Development leader



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Anjum Khaleeq is a seasoned Sales & Business Development leader with over 22 years of experience driving enterprise technology growth across Government, Telecom, Banking, and Commercial sectors in Pakistan.

Currently serving as **Regional Director – Enterprise Sales (South Asia)**, he leads regional sales strategy across IT infrastructure, cybersecurity, and network transformation, overseeing both sales and pre-sales functions to drive pipeline development and revenue growth across key markets.

He has successfully closed and managed complex, **multi-million-dollar** enterprise deals across strategic accounts including **CMPAK (Zong), NADRA, NTC, Ufone, PTCL, Askari Bank, Mobilink Bank, and Ubank**, building strong C-level relationships and achieving deep account penetration in highly competitive environments.

Throughout his career, he has partnered with leading global technology vendors such as **Fortinet, H3C, Cisco, RSA, Juniper, F5, Palo Alto, Riverbed, VMware, SolarWinds, ManageEngine, and Halo ITSM**, enabling the delivery of end-to-end solutions across enterprise networking, cybersecurity, data center infrastructure, and IT operations. He also has experience in **identifying and engaging niche OEMs**, managing their onboarding into enterprise ecosystems, and driving specialized solution requirements.

His performance has been recognized through multiple industry accolades, including a **Top Region Award for achieving 100% year-on-year growth** and **Top Partner Awards from H3C and SolarWinds**.

Known for his consultative approach, he aligns complex technology solutions with business objectives and builds high-performing teams that consistently deliver at scale. He also brings strong channel management capabilities, maintaining effective relationships with distributors and OEMs while ensuring alignment across the partner ecosystem.

Beyond his professional role, he is passionate about travelling and mentoring, actively contributing to the development of future talent within the technology and sales ecosystem.

Beyond Technology is a global company dedicated to business transformation through the implementation of disruptive technology. With over 30 years of experience in international markets such as the USA, the Middle East, Asia and Latin America.