

# Al-Hasan Haitham Hasasneh

Pre-Sales Network Engineer | Network Solutions Consultant | Technical Project Lead

Dammam, Saudi Arabia | +966 54 482 8672 | hasanhasasneh1992@gmail.com | [LinkedIn Profile](#) | [Website](#)  
CCNA | CCNP Collaboration | HCSA Pre-Sales | Cisco Black Belt (SD-WAN, Wireless, Switching, Meraki)

## PROFESSIONAL SUMMARY

Results-driven Network Solutions Engineer with 8+ years of experience designing, delivering, and leading complex enterprise network and security projects across multi-vendor environments. Deep hands-on expertise in routing & switching, enterprise wireless, network security, Cisco collaboration, and unified communications — spanning vendors including Cisco, Aruba, Fortinet, Palo Alto, Huawei, and Infoblox.

Recognized for owning flagship projects end-to-end — most notably leading the full design, implementation, and delivery of a 500+ AP Wi-Fi transformation across King Fahd International Airport (KFIA) and Amir Muhammad bin Abdul Aziz Airport (AQI) in Dammam, serving passengers and corporate users with integrated ClearPass captive portal, SMS authentication, and payment gateway monetization.

Currently targeting a Pre-Sales / Network Consulting role, combining strong technical foundations with growing customer engagement skills — including technical presentations, solution positioning, proof-of-concept execution, and multi-vendor solution design. Comfortable presenting and engaging clients in both Arabic and English. Actively developing expertise in SD-WAN, cloud networking (AWS), and container orchestration (Kubernetes) to support next-generation solution selling.

## CORE COMPETENCIES

<b>Solution Design</b>	Multi-vendor network & security architecture, HLD/LLD documentation, BOQ input, RFP review
<b>Pre-Sales Skills</b>	Technical presentations, POC execution, customer workshops, solution positioning, requirements translation
<b>Enterprise Networking</b>	Cisco Catalyst & Nexus, Huawei switching/routing, VPC, StackWise Virtual, SD-Access, SD-WAN
<b>Wireless</b>	Aruba WLC, APs, AirWave, ClearPass (NAC, captive portal, custom skin, SMS & payment integration)
<b>Security</b>	Fortinet FortiGate NGFW, Palo Alto (policy & firewall basics), Cisco ASA/Firepower, IPSec/SSL VPN, ZTP
<b>Collaboration</b>	Cisco CUCM, Unity Connection, CUBE, voice gateways, SIP/RTP/SRTP, EAP-TLS
<b>Cloud &amp; Modern Tech</b>	AWS fundamentals, SD-WAN architecture & deployment, Kubernetes concepts, Ansible, Docker (in progress)
<b>Project Delivery</b>	End-to-end TPM, WIR/ITP/UAT/FAT testing, site inspections, vendor coordination, commissioning
<b>Languages</b>	Arabic (Native)   English (Professional — presentations, documentation, customer engagement)

## PROFESSIONAL EXPERIENCE

**Senior Network Engineer | Technical Project Lead**  
Beta IT Company — Dammam, Saudi Arabia

Nov 2021 – Present

- Lead end-to-end design, implementation, and delivery of enterprise switching, routing, wireless, and security solutions across multi-vendor environments (Cisco, Aruba, Fortinet, Palo Alto, Huawei, Infoblox)
- Act as primary technical focal point between customers, vendors, and internal delivery teams — translating business requirements into scalable network architectures
- Conduct customer-facing technical presentations, workshops, and design reviews to align on solution approaches and gain stakeholder buy-in
- Drive full project lifecycle: requirements gathering, site inspection, solution design, WIR, ITP, UAT, functional testing, commissioning, and formal acceptance handover
- Perform physical site surveys and infrastructure inspections for access point placement, DC equipment validation, and passive layer compliance
- Supervise and coordinate cross-functional teams across wireless, security, passive infrastructure, and application workstreams
- Ensure compliance with cybersecurity frameworks and local regulatory standards including NCA guidelines
- Produce technical deliverables including LLDs, test plans, as-built documentation, and acceptance reports

## **Flagship Projects**

### **Dammam Airports Wi-Fi Transformation — KFIA & AQI** | *Role: Technical Project Manager & Lead Designer*

- Delivered the largest wireless infrastructure project of my career: 600+ Aruba APs deployed across King Fahd International Airport (KFIA) and Amir Muhammad bin Abdul Aziz Airport (AQI), covering passenger terminals and corporate office zones
- Held full ownership of the project — sole accountable for technical design, project management, vendor coordination, and final acceptance delivery
- Designed and implemented a high-density Aruba wireless solution with ClearPass as the centralized NAC and captive portal platform, supporting segmented access for passengers and corporate staff
- Engineered a fully custom ClearPass captive portal: designed custom HTML/CSS skin, configured authentication flows, and integrated an SMS gateway for OTP-based passenger authentication and a payment gateway for premium service monetization
- Coordinated multi-vendor delivery across wireless, security, passive cabling, and application integration workstreams, managing multiple sub-contractors simultaneously
- Managed all formal testing phases: WIR, ITP, UAT, and functional acceptance testing, ensuring the platform met performance, availability, and security benchmarks before handover
- Resolved complex integration challenges between ClearPass, SMS/payment APIs, and network infrastructure under tight operational constraints

### **Saudi Cement Company — Data Center Modernization**

- Designed and implemented high-availability core and data center architecture using Cisco Catalyst 9500 with StackWise Virtual (SVL)
- Deployed FortiGate NGFW in full-mesh HA configuration with advanced NAT, VPN, and segmentation policies
- Improved network resiliency, scalability, and security posture for enterprise-critical workloads

### **RCJY — Data Center Upgrade, Jubail**

- Migrated legacy infrastructure to Cisco Nexus 9000 Top-of-Rack (TOR) architecture with Virtual Port Channel (VPC)
- Integrated Nutanix hyperconverged storage with high-performance uplinks and implemented OOB management network

### **Saudi Global Ports (SGP) — Network Transformation**

- Delivered full wireless and switching transformation using Fortinet HA architecture with FortiLink centralized management
- Improved network visibility using Cisco DNA Center and supported UC infrastructure migration with zero downtime

## Customer Support Engineer — Collaboration & Security

Nov 2017 – Nov 2021

*Estarta Solutions (Cisco TAC) — Amman, Jordan*

- Provided Tier 2/3 technical support to global Cisco enterprise customers across collaboration and network security domains
- Troubleshoot complex production issues spanning CUCM, Unity Connection, CUBE, voice gateways, SIP/RTP/SRTP, and VPN technologies (ASA/Firepower, IPSec/IKEv2, EAP-TLS)
- Developed strong customer communication skills through direct engagement with enterprise clients across the US, Europe, and Middle East — explaining complex issues clearly and managing expectations under SLA pressure
- Conducted lab reproductions and root cause analysis for escalated cases; collaborated directly with Cisco engineering for bug identification and resolution
- Delivered Deep TAC onboarding training for new engineers; contributed to internal knowledge base
- Built foundation for pre-sales transition: deep product knowledge, customer-facing mindset, and cross-functional vendor collaboration

## EDUCATION

---

### BSc in Networks Engineering and Security

2017

*Jordan University of Science and Technology (JUST)*

## CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

---

### Cisco Certifications

- Cisco Certified Network Associate (CCNA)
- Cisco Certified Network Professional – Collaboration (CCNP Collaboration)
- Cisco Certified Specialist – Collaboration Core
- Cisco Certified Specialist – Call Control & Mobility Implementation

### Cisco Black Belt (Pre-Sales & Deployment)

- Cisco Black Belt – SD-WAN Deployment (Stage 1)
- Cisco Black Belt – Wireless Deployment (Stage 1)
- Cisco Black Belt – Catalyst Center Deployment (Stage 1)
- Cisco Black Belt – Enterprise Switching Deployment (Stage 1)
- Cisco Black Belt – Meraki Deployment (Stage 1)

### Advanced Technical Training

- Implementing Cisco SD-WAN Solutions (ENSDWI 3.0)
- Engineering Cisco Meraki Solutions Part 1 (ECMS1)
- Huawei Certified Specialist Associate – Pre-Sales Service (HCSA)
- Infoblox BloxOne DDI & Threat Defense Quickstart

### Currently Pursuing

- *CCNP Enterprise (ENCOR) — priority focus*
- *CCIE Collaboration — long-term roadmap*
- *AWS Solutions Architect Associate — cloud networking development*

---

*Open to opportunities in Saudi Arabia and Jordan | Available for pre-sales, consulting, and solution architecture roles*