



## **Yasir Qureshi General Manager, Abound & Digital Solutions**

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Yasir Qureshi is currently General Manager for Carrier's Abound Business Unit. At Abound, Yasir is responsible for accelerating Carrier's innovation to market in the space of digital solutions and SaaS offers. Yasir is recognized as a thought leader in IoT where in addition to helping large enterprises build an IoT vision, strategy and go to market, he's also led engineering teams that have leveraged IoT Platforms to develop digital offers from proof of concept to production.



Prior to joining Carrier, Yasir has held several leadership roles in IoT. Most recently Yasir was responsible for accelerating Software AG's innovation to market in IoT and Analytics heading up their IoT and Analytics GTM BU. Prior to Software AG, Yasir was responsible for establishing Stanley Black and Decker's IoT and Digital Architecture team where Yasir was responsible for driving Stanley Black and Decker's Digital product offerings across all of Stanley Black and Decker's Business Units. In addition to his experience at Stanley Black and Decker – Yasir was global IoT Sales and Business Development leader at Cisco where he established a new line of business for IoT at Cisco and was responsible for leading Cisco's IoT solution portfolio in the service provider segment.

Over the course of his career Yasir has managed businesses up to a \$1.0B in revenue and led direct and indirect sales teams and demonstrated success in commercializing digital offers in a number of high tech companies.

In addition to his full time job, Yasir is an active board member at the Georgia Institute of Technology CDAIT (Center of IOT) – (<http://www.cdait.gatech.edu/cdait-board>). Yasir also chairs Service Provider IoT Working Group at the IoT World Forum.

Yasir graduated with honors in Electrical and Computer Engineering from Georgia Tech, he earned his MBA from Georgia State University and Executive Education in Mergers and Acquisition from INSEAD. Yasir is currently based in Greater Atlanta, GA area.