



## RIZWAN BASHIR

**Commander**  
DISC Type : D

**Data Engineering Lead at ASX**  
Australia

### Overview

Rizwan Bashir is a data architecture and MLOps engineering leader with over 12 years of experience delivering multi-million dollar data projects. He specializes in the complete data lifecycle, from ingestion and storage to analysis and visualization, holding certifications in Snowflake and Terraform. He earned a PhD from the University of Technology Sydney.

He has a strong interest in continuing education, recently completing Microsoft Azure AI training courses and attending events like the DataEngBytes conference and the Snowflake World Tour. He actively shares his learning milestones and certifications.

Unique fact: Rizwan has co-authored academic publications focusing on big data management and analytics for IoT-enabled smart buildings.

### Personality Overview

**Very Quick**

**Impact-Driven**

**Risk-Taker**

They are not always relationship oriented. More than the product, they care about the impact of the product. They take a lot of pride in personal achievements.

### Topics They Care About

#### **Cloud Data Platforms**

Actively pursues certifications in platforms like Snowflake and Terraform and has recently completed advanced Microsoft Azure AI training courses.

#### **MLOps & AI**

His professional focus includes MLOps Engineering, and he has recently upskilled in designing and implementing Microsoft Azure AI solutions.

#### **Data Architecture**

A core component of his professional identity and experience, with a background in leading teams and designing data warehousing and ETL solutions.

### IoT Data Management

Based on his PhD research, he has authored publications on managing big data analytics for IoT devices in smart buildings.

### Professional Development

Frequently shares educational milestones and new certifications, demonstrating a clear commitment to continuous learning in the data and cloud space.



## Media Appearances

Rizwan has no verified media appearances

## Work History

- 7-2025  
Data Engineering Lead at ASX
- 6-2023 - 7-2025  
Data Architecture, Data and MLOps Engineering at VGW
- 3-2023 - 5-2025  
Director at IT Lounge
- 7-2022 - 6-2023  
Data Architect/Senior Data Engineer at NSW State Insurance Regulatory Authority
- 10-2021 - 7-2022  
Data Engineering Lead at Ampol Australia

## Education

- 1-2016 - 4-2023  
Doctor of Philosophy - PhD from University of Technology Sydney
- 2004 - 2008  
Bachelor of Science (B.Sc.) from University of Engineering and Technology, Lahore

## More Information

### Social Presence :



### Prographics :

Exp : **16** Location : **Australia** Job Level : **Mid-senior** Designation : **Data Engineering Lead at ASX**

# Insights For Selling To Rizwan

## 👉 During A Call Or A Meeting

### DO's

- Be respectful but crisp
- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Use phrases like 'it's your decision', 'strategic impact' etc.

### DONT's

- Avoid being too verbose
- Don't take too much time in sending them information if they ask for any
- Do not spend too much time focusing on product tech or features

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Confident style, with a mix of informality and formality gets their attention.

**Pace:** Speak slightly fast. Sound like a 'gets shit done' person.

**Tone:** Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

**Tactics To Win:** Strong words, focus on results, respectful confidence

**Mistakes To Avoid:** Apologizing, nervousness, information overload, social proof

**Making The Ask:** Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

**Subconscious Driver:** Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

### Script

**Greeting:** Rizwan, this is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

**Introduction:** We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

**Ask:** Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

**Close:** [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect\_email] works well?

## 👉 When Writing An Email

**Subject:** To the point

*Example: Personalization', 'Sales conversion' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No

*Example: Skip lines like 'I hope you are doing well'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Clearly state your ask

*Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'*

**Complimentary Close:** None or standard

*Example: Skip 'Warm regards', 'Best wishes' etc., just write your name*

**Tone of Words:** Confident, challenging

**Overall Messaging:** Focused on results

**Length of Mail:** Very Short

*Example: Less than 75 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Rizwan is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Rizwan

- *If they decide not to go ahead, they will say no without hesitation.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Rizwan Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can Rizwan Take Some Risk Or Not?

- *They don't mind risks but can be quite binary about them.*

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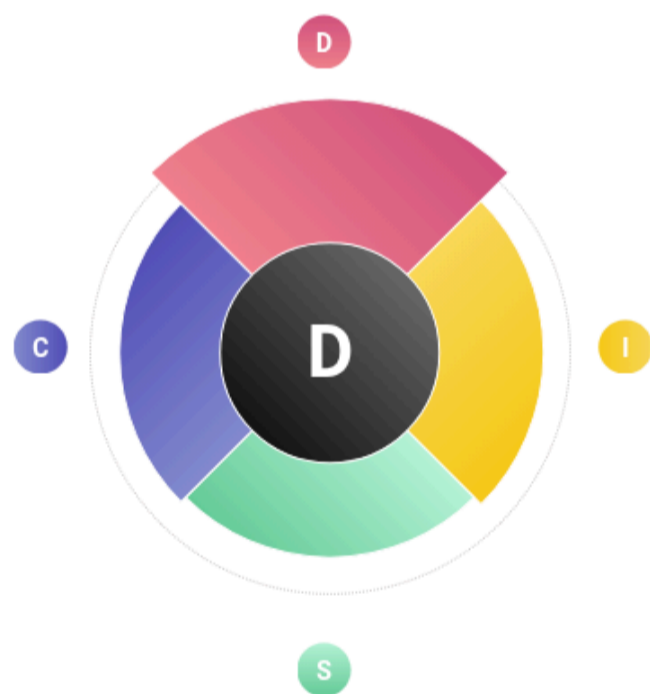
## You And Rizwan

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Rizwan's Key Traits



### **DOMINANCE**

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.