

Resume

Deepak Gupta

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Career Profile:

An extremely talented, professional and skilled Techno-Commercial with diverse knowledge in providing comprehensive pre-sales. Seeking a position as Techno-Commercial to enhance my skills and professional strengths in a renowned organization.

Professional strengths:

- Possess in-depth knowledge of proposal preparation, bid management and collateral preparation.
- Possess excellent communication and presentation skills
- Highly skilled in reviewing proposals, managing projects, providing estimates, and recommending the best product solutions
- Ability to handle complex tasks and exceed client expectations
- Possess pleasing personalities and question-based selling skills
- Possess excellent analytical and organizational skills
- Ability to understand and capture technical as well as business requirements
- Proficient in planning and handling customers
- Goal oriented and ability to handle multiple tasks
- Good hold in channel partner community in North & East India for sales & Presales.

Technical Skills:

- Emerging technologies like SDDC (Software Defined DC), Converged/Hyper Converged Infra, Storage Virtualization, Data Lakes, Next Gen FLASH.
- Design and solution for Servers (Hitachi, IBM Power, Lenovo, DELL & HP), storages (Hitachi, IBM, HP & EMC), Virtualization (VMware & Windows), some other parts of Security and Networking.
- Storage Area networking equipment, Fibre Channel, SCSI RAID.
- Provide solution for Backup, DR, & SAP Sizing
- Understanding of basic network (LAN, WAN, VLAN), network devices, Firewall, & Web sense.

Educational Summary:

- 10th from Shiva Ji Inter Collage, Kanpur. U.P. Board
- 12th from Shiva Ji Inter Collage, Kanpur. U.P. Board
- B.E. In Computer Science (2007) from KITE, University of Rajasthan, Jaipur, (Agg.-65.65%)
- M.B.A in Information System (2013) from New Delhi, Sikkim Manipal University.

Certifications:

- VCP- VMware Professional vSphere
- Specialist - Implementation Engineer, VxRail Appliance Exam
- DELL EMC VMAX3 Solutions and Design Specialist Exam for Technology Architects
- DELL EMC Information Storage and Management Version 3 Exam
- Nutanix Platform Professional (NPP) 5
- NUTANIX:- NPSE, NPSR, NSEN & NPSS
- VMware VSP, VSP-CP, VSP- Mobility & VTSP certified.
- EMC SE & Sales: Technologies 2015 & Converged Infrastructure 2015
- EMC SE: Converged Infrastructure VSPEX BLUE 2015
- EMC SE & Sales: Cloud Competency 2016
- EMC SE & Sales: Portfolio Competency 2016
- Lenovo ThinkPad & think center sale certified
- Lenovo & IBM laptop technical certified.
- IBM system X-Series server sale certified
- IBM system X-Series Server technical certified.
- IBM Power System sale certified.
- IBM Storage System Sale & Technical certified.
- IBM Pure system Sale certified.
- IBM & Lenovo desktop technical certified.

Professional Experience: (12+ Years)

Hitachi Vantara

November 2019 to Till Date

Solution Consultant – Presales

- Solution Consultant for Hitachi Vantara Storage, Converge Infrastructure, Hyper Converge Infrastructure & Object storage.
- Sizing & solution designing to customers & presales support to sales teams.
- Technical Solution presentations to customer with their requirements & Business needs.
- Positioning technology solutions to design & building RFP responses
- Advanced technical knowledge in storage methodologies, design, and implementation
- Designing solutions that meets customer's expectations based on requirements defined by business objectives and staying within budgeted estimates
- Conducting and documentation of business discovery with customer stakeholders to determine functional requirements for the solution
- Product positioning to customers, product training/enablement for channel partners on Hitachi Vantara platform solutions.

Ingram Micro India Pvt Ltd

April-2018 to November 2019

Manager-Presales

September-2015 to March-2018

Associate Manager-Presales

Ingram Micro DELL EMC pre sales team lead across the India-Sep-2015

Nutanix & VMware Presales –Jan-2017

- Manage Presales for DELL EMC Storage, Converge Infrastructure & Backup Solutions.
- Manage DELL EMC Storage, Converge Infrastructure & Backup Solutions Business through channel partners & System Integrators (SI) which includes complete positioning, pricing & promoting DELL EMC Solutions.
- Product positioning to customers, product training/enablement for channel partners on DELL EMC platform solutions.
- Planning & Conducting Tech Days for key customers/partner to ensure the positioning of solutions as per business & IT transformation
- Initiating discussions with customers on emerging technologies like SDDC(Software Defined DC), Converged/Hyper Converged Infra, Storage Virtualization, Data Lakes, Next Gen FLASH.
- Collaborating with other professionals, transferring expertise in delivering and supporting Next Gen Technologies.

Cache Digitech Pvt Ltd

April-2015 to Sep-2015

Solution Architect

- Responsible for participating in pre-sales strategic planning for Serves(IBM X/Power & HP), storages(IBM, HP & EMC), Virtualization(VMware & Windows), windows/Linux server with clustering, some other parts of Security and Networking as well as demonstrating the solutions and supply chain policies
- Helping sales team by making technical presentations, answering technical questions, Bill of material creating, and managing customer trial through e-mail, phone and on-site visits for IBM portfolios
- Assists and participates in developing RFI, RFP and RFQ responses.
- Acted as the mediator between client and sales team both in business and technical capacity.
- Worked directly as well as with Sales person where relevant.
- Performed presentations and demonstrations and built POCs.
- Actively taken a role to ensure that all sales target are achieved

Quantm Ltd.

December-2013 to March-2015

Solution Architect

- Responsible for participating in pre-sales strategic planning for Serves(IBM X/Power & HP), storages(IBM, HP & EMC), Virtualization(VMware & Windows), windows/Linux server with clustering, some other parts of Security and Networking as well as demonstrating the solutions and supply chain policies
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- Acted as the mediator between client and sales team both in business and technical capacity.
- Worked directly as well as with Sales person where relevant.

Cache Technologies (IBM & Lenovo Business Partner & Warranty Service Provider)

August-2008 to November-2013

Pre Sales Manager

- Responsible for participating in pre-sales strategic planning for Serves, storages & some other parts of networking as well as demonstrating the solutions and supply chain policies
- Good experience of handling system X servers' maintenance and installations.
- knowledge of NOS Windows servers and Linux with clustering and virtualization
- Offered post and pre- sales technical support for current and new customers.
- Performing customer product demonstrations and supporting targeted sales opportunities.
- Knowledge of Configuring storage systems and mapping of LUN to the server
- Assists and participates in developing RFI, RFP and RFQ responses.
- Acted as the mediator between client and sales team both in business and technical capacity.
- Worked directly as well as with Sales person where relevant.

February 2008 to August, 2008

Technical Support (Manager)

- Configuration, installation, repairing & warranty call laptops & server hardware's.
- Installation and troubleshooting Win2000/Win XP.
- Installation, configuration & troubleshooting of mailing software Outlook/Outlook Express.
- Daily attending outlook client problems.
- Responsible user requests, problems, Internet /e-mail accessing and suggestions.
- Installation and troubleshooting of desktop, laptop and printer.
- Installation and configuration of IBM & Lenovo servers, laptops & desktops.
- Application software: Microsoft office, internet browsers, installation of security patch.
- Handling IBM & Lenovo portfolio.
- Handling the technical team.
- Customer feedback & Status of CSO (case) & escalation.
- Directly communicate with principal.
- To check the problems in laptop of IBM & Lenovo and resolve them.
- Responsible for smooth and pleasant working professional environment.

Expert India Pvt. Ltd

August, 2007 to February, 2008

Technical Support Engineer

- Responsible user requests, problems, Internet /e-mail accessing and suggestions.
- Installation, configuration and troubleshooting of desktop, laptop and printer.
- User support.

Hobbies & Areas of Interest:

- Taking challenge
- Traveling.
- Interacting with People.

Competencies:

- Fast learner, adapt well to changes and pressures in workplace.
- Ambitious and committed to excellence.
- Able to relocate anywhere.
- Committed to deadlines and schedule.

Personal Details:

- Father name - Shri. Rajendra Kumar Gupta
- Date of Birth - 19th –March-1985
- Sex - Male
- Languages Known - English & Hindi
- Permanent Address - J-2/70, W-Block, Usamanpur, Kanpur, U.P.
- Alternative Contact - +91-9336206356(home).

Declaration:

I hereby certify that all the information provided here in correct to the best of my knowledge and belief.

Place:

Dated:

(DEEPAK GUPTA)