

K. SARATH CHANDRA

Solution Consultant

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Brief Overview

TOGAF trained Solution Consultant and a result-oriented management professional, with 7+ years of experience working in IT industry for pre-sales and solution consultant role in enterprise applications and cloud business.

Work Experience:

Organization : Infor Global Solutions
Designation : Value Architect, Consultant
Duration : July 2019 – Till date

Job Description:

- Responsible for building Reference Architectures and validating the proposed solution to the customer
- Define a solution using architectural design principles that comply with AWS well-architected framework, based on customer requirements.
- Building reference/solution architectures and deployment blueprints on public/Gov cloud provider platforms.
- Help sales team to analyse the risk associated with the solution and suggest the mitigation plan
- Analyse the deployment type, product availability, integration availability for each application in the proposed product mix and validate the solution
- Customer facing role, with an objective to consult customers who are there in the journey of cloud adoption/migration.
- Understanding on the deployment architecture for multi-tenant farms and single-tenant farms for enterprise applications in the cloud along with Hybrid solutions and Gov Cloud deals.
- Able to advise and design solutions that include network virtualization and Software Defined Networking.
- Create thought leadership on multi-cloud/hybrid-cloud solutions including performance and resilience at scale and with distributed workloads in multi-cloud or hybrid cloud / on-premises solutions.

Organization : Ozonetel Communications
Designation : Product - Presales Analyst
Duration : Feb 2017 – June 2019

Job Description:

- Ability to understand customer telecom requirements & conceptualize holistic solution.
- Managing & delivering product specific presentations and demonstrations to prospects and partners.
- Responsible for Technical Pre-sales activities for clients.

- Assisting sales team in customer visit for demos & presentations.
- CRM Integrations with the product (Salesforce, ZOHO, Fresh desk etc.)
- Conduct technical sales presentations and demos for potential customers.
- Effectively identifying opportunities, developing focus and providing tactical solutions in line with the Client's core business objective.

Organization : Adaequare Info Pvt Ltd.

Designation : Presales Analyst

Duration : June 2016 – Feb'17

Job Description:

- Proposal & Bid Management: Responsible for bid management/Presales activities between prospective clients and an ecosystem of Stakeholders related to the Proposal
- Providing innovative and effective solutions & building POC's
- Develop High Level Designs and Architectures – Create and document architectures that address client business problems which can be used to ensure a smooth transition from presales to delivery
- Proactive engagement with client partners, Complete Sales support & business development in different domains
- Effective strategies for sales and Go-To-Market

Organization : Tech Mahindra

Designation : Analyst

Duration : Nov 2013 – May 2016

Job Description:

- Participate in large bids, RFPs/RFIs/SOWs - Drive the RFx's end to end as a SPOC and successfully partner with Cross functional teams to identify and devise high impact proposal response content
- Building Value Driven Responses to RFP's and RFI's and Business Cases highlighting Tech Mahindra's differentiators.
- Building case-studies and sales-collaterals for different RFPs. Support and guide Sales and Delivery teams in bid qualification and deal evaluation.
- Initiating, executing and delivering research projects involving competitive analysis & benchmarking, company profiling, go-to-market strategy, market assessment & sizing, and industry/sector analysis etc.

Education

Degree	University	Year of Passing
MBA - PGDITM	Badruka Institute of Management Sciences, Hyderabad	2015
B.Tech. (Information Technology)	Gurunanak Engineering College, JNTU, Hyderabad	2011
Diploma (Automobile Engineering)	Board of Technical Education and Training, AP	2007

SSC	Board of Secondary Education, AP	2004
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Personal Profile

Date of Birth : August 17th 1989
 Father's Name : K. Bhanoji Ramars
 Languages : English, Hindi and Telugu
 Address : H.No-12-2-129, Tyagarayanagar, Bandlaguda, Nagole, Hyd
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