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Summary of Qualifications (Knowledge & Skill Areas)

* Have **Eighteen** years of experience in **Presales**, **solution architecting**, **delivery of cloud and infrastructure services, software development,** and business management experience in both the public and private sector with key emphasis **Cloud Presales,** delivery services, and infrastructure management.
* **Microsoft Specialist** in Architecting Microsoft Azure Solutions.
* **Spearheading** the presales process, Responses to RFP, RFI, RFQ on **Azure and AWS** **Cloud** Technologies.
* Strong exposure to Public, Private, Hybrid Cloud.
* Successfully scaled up to handle IaaS bids on AWS and Azure. Two quick wins of $5M to credit.
* **Expertise** on Windows Azure, AWS, Design, Web / Client-server based Application Development & Implementation of Enterprise Applications.
* Designing Cloud Solution based on the customer requirements. Working on RFP and discussing with various stakeholders to design and implement the Cloud solution.

Tools & Technology Expertise

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| --- | --- |
| DOMAIN | Retail, Healthcare, Insurance, Manufacturing, Hospitality |
| **Cloud Technology** | **Windows Azure , Amazon Web Services ( AWS )** |
| Databases | SQL Azure, MySQL 5.5, ORACLE 11g, Microsoft SQL SERVER 2012, 2008 R2, AWS Redshift |
| NOSQL Databases | MongoDB, Cassandra |
| OPERATIING SYSTEMS | Linux , Windows, Unix |
| DEVELOPMENT TOOLS | Enterprise Architect , MS Visio, Visual Studio, SSIS, SSRS, Tableau, Talend, Erwin |
| VERSION CONTROL | Visual Studio , GitHub |
| Language | .Net, Java 8, PL/SQL |
| Big Data | Hadoop, Pig, Hive, Zookeeper, HDInsight |

**Current Professional Experience –**

**Wipro Technologies Ltd Pune –**

Cloud Solution Architect--Presales Apr-2016 to Till Date

* Spearhead sales process, Bid Management process i.e. proposal development / presales support function (opportunity qualification, preparing sales presentation, defining strategy, defining win themes & value proposition, pricing, managing stakeholders, preparing pipeline report and win/loss analysis).
* Collaborate with members of sales teams on solution features, architectural issues, implementation considerations, cost elements and effort estimates.
* Analyze and evaluate client requirements against Wipro portfolio offerings and architecting those requirements into a competitive solution.
* Solution Architecture and design for Hybrid and Private cloud (AWS Azure), virtualization, storage, backup and DR solutions
* Design Architecture, Prepare Solutions against the RFP, RFI.
* Provide input into the sales cycle from pre-sales engagement through solution brainstorming, proposal writing and pricing.
* Demonstrate a broad understanding of infrastructure support domains with deep knowledge on the services mentioned below:
  + Service Desk Services
  + Service Management
  + Data Centre Services
  + Database or Middleware Services

**Aditi Technologies Pvt LTD (A Company of HARMAN), Bangalore –**

Principal Database Architect Mar-2013 to Apr 2016

* Responsible for designing, building, and improving cloud environments on Amazon Web Services and Azure.
* Responsible designing the infrastructure solution for production, Dev and Test environment.
* Provided technical leadership to data architect / scientist team for analyzing the data.
* Provided technical leadership on migration of data using Talend to new databases.
* Designed and deployed scalable, highly available, and fault tolerant systems on AWS.
* Provided expertise on AWS Security with AWS Identity and Access Management (IAM).
* Provided expertise AWS costs and identifying cost control mechanisms
* Leading infrastructure team for hosting product on Cloud infrastructure and involved in database deployment strategy on Cloud.
* Providing and building solutions on archival, retrieval of historical data.
* Develop and validating the end to end data integrity solution.

**GE Healthcare, Bangalore -** Database Architect Oct 2010 to Dec 2012

* Led the database and application improvement program by implementing the table partitioning resulted in increased performance for EMR and POMS products.
* Led and delivered the data model design from scratch for PHMS (Population Health Management System) team.
* Established code review processes to improve product quality early in the cycle.
* Delivered the sales demo tool to reduce the manual efforts of sales team.
* Led the migration of new customers by collaborating with third party, engineering team and support.
* Delivered the tool for migrating standalone customer to SaaS model.

**Deloitte Consulting LLP, Sacramento (USA)** – Database Architect (Consultant) - (04/2010 – 10/2010)

**Microsoft Corporation, Seattle (USA)** – Database Architect (Consultant) (03/2009 – 03/2010)

**Drivecam Inc., San Diego (USA)** - Lead Database Architect (05/2007 – 03/2009)

**Capgemini, Mumbai** – Project Lead / Technical Lead (06/2005 – 03/2007)

**Accenture, Hyderabad** – Senior Software Engineer (03/2004 – 06/2005)

Jindal Iron and Steel Co. Ltd, Tarapur – SQL SERVER DBA/Function consultant (07/2000 – 08/2003)

Shalimar Warehousing Corporation, Silvassa – SQL SERVER Developer (05/1999 – 06/2000)

Education

**Master in Computer Management (M.C.M) from North Maharashtra University, Jalgaon in 1999.**