 SACHIN NARANG

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### Objective: - To grab a position in a well reputed organization in middle/upper level management. Open for onsite opportunities as well anywhere in Middle East.

Skills: - **Approx.15 Years** of experience in the IT industry- **Five Years Onsite Experience** in **UAE & Bahrain Market**. Good skills in **presales, Solution designing & bit of Project Management.**

### Certifications: -

* TOGAF Certification (Underway expected to complete by end of this Month)
* **AWS** Cloud Certified **Solution Architect Associate**
* Certified Kubernetes administrator (CKA)
* Architecting **Microsoft** **Azure Solution 70-534 Exam**
* NETAPP Certified Implementation engineer NCIE Exam
* NETAPP Certified Data Ontap Administrator NCDA Exam
* IBM System x Technical Principal V9
* IBM Mid-Range Storage & San Volume Controller Certified
* Hitachi HUS Certified
* EMC ISM Certified
* VMware Technical Sales Professional VTSP
* VMware certified associates **Data Center virtualization** VCP-DCV 6
* Microsoft Certified system engineer MCSE
* EMC Backup and Recovery Technology Architect E20-591
* ITIL **Foundation V3 Ex0-117**

### Qualifications: -

* **Master of Business Administration information Technology** (Manipal University) in year 2010
* 3 Years **Diploma in Electronics and Communication Engineering** after **10+2** in year 2005

(From Board of technical Education New Delhi)

* **10th & 12th standard** from C.B.S.E INDIA New Delhi

### Present Organization - Hitachi Vantara

### Designation – Enterprise Solution Architect/Pre-Sales Global

### Work experience - Sep 2019 to Till Date

Being an Independent contributor responsible to handle **Presales & solution designing** for the various clients in INDIA Region. Primarily work on Cloud Migration, Modernization Solutions, and consulting. I am contributing towards medium and Enterprise customers to guide them in their cloud journey.

### Role & Responsibilities: -

Serve as a key technical member of the team in helping to ensure customer success in transforming applications and services on the datacenter, Amazon Web Services platform, Microsoft Azure, Hybrid and Private Cloud. Scope each customer engagement respond RFP/RFI with attention towards clear and well-defined objectives and success criteria. Responsible to own each technical engagement and help ensure a timely and successful delivery of value.

Work along with Hitachi partners to enable them and encourage for selling Hitachi product portfolio. Demonstrate the overall Product competencies of Hitachi portfolio to key stakeholders.

Experience in handling Business and Technology issues and align the process and changes to meet the organization goals.

### Technical Experience

**Over 15+ years** of current solution architecting experience in sizing, designing the Public cloud, Hybrid cloud and private cloud infrastructure solutions using both Linux/Unix and Windows with specific recommendations on server, load balancing, HA/DR, & storage architectures.

Represent as a Technical independent contributor for client face in new modernization, transformation, and migration opportunity discussions within APJ Region.

**Deal Size – 1 M Up-to 10 M**

### Previous Organization- Hewlett Packard Enterprise /DXC Technology

### Designation – Solution Architect/Pre-Sales Global

### Work experience Aug 2016 to Sep 2019

Responsible to handle **Presales** & **solution designing** for the various clients in America Region. Primarily work on **Managed Services** & **Data Center Transformation opportunities**. Respond to client **RFP/RFI** with competitive Solution approach to Win new Business.

**Transformation & Managed Service Experience: -**

* Walk & take over opportunities
* Managed Service for IT Infrastructure
* Transformation to Public Cloud Azure & AWS, Private Cloud
* Public cloud transformation assessment, sizing, Design, and costing
* Transformation and Hardware refresh

**Total ABR- 2018 -2019**

**38 Million in America Region, 11 Win Deals**

### Previous organization-CAPGEMINI

### WORK Experience: -from July 2013 to Aug 2016

### Designation – Senior Manager Infrastructure Services

### Account- (SunGard Availability Service)

I was responsible to handle the multiple responsibilities in Capgemini starting from technical service delivery & project management for the small & medium projects. Handling Profit & Loss, Prepare SOW, identify risks, setup project milestones, Project Audits, People Management. Participate in the **solution design**, New **product engineering** & respond to **RFP/RFI**. Experience **in Private**, **Public Cloud** Solution.

Apart from the above responsibilities, I was accountable to provide support during implementation & any **critical escalation** to work as **subject matter expert** for the storage, Intel server & Backup technology. **People Management** experience leading a team of **23 Engineers**. Experience in Performing Product engineering for **SAP Hana ECC/BW application** for multitenant recovery Solution.

### Previous Experience: -

### S3tel Incorporated Bahrain

### From: 16 Sep 2010 to June 2013

### Designation: Pre-Sales Engineer

### Job Responsibilities:

Extensive experience as Solution Architect (Pre-Sales) and diverse exposure across several reputed organizations in **Bahrain**. Valuable contributions for Infrastructure **solution design** and **RFP/RFI** Response, **Proposal writing**.

**Client Facing** experience to meet and explain about the overall solution.

### Previous Experience: -

### Worked at GULF BUSINESS MACHINE, MANAMA, KINGDOM OF BAHRAIN

### From: 1st Dec 2008 to 15th Sep 2010

### Designation: Senior Tech Support engineer

### Job Responsibilities:

I worked as a system **IBM System X support engineer** on IBMs X series line of high end Server. Provide client hardware **diagnostic assistance** on all windows platform as well. Provide hardware assistance on **Blade Center modules** such as fiber fabric switches and many other high end I/O modules such as Nortel and cisco Ethernet switch modules. Provide **Implementation** and **disaster recovery** for clients using IBM Server RAID SAS/SATA and SCSI HBAs.

**Major Project: -**

Microsoft exchange 2010 installation & deployment for **Bahrain Airport Company**.

IBM System X server, DSK Series & NetApp

### Previous Organization - IBM INDIA PVT LTD

### From: 3rd March 2006 to 28 Nov 2008

### Designation: Technical Consultant.

### Job Responsibilities:

I worked as a **Technical Consultant** on IBMs **X series line of high-end Servers and DS storage**. Provide onsite Hardware **implementation** and hardware **support** to various client.

### Previous Organization- RT outsourcing Authorized HP Partner

### From: June 2005 to Mar 2006

### Designation: Support Engineer

### Job Responsibilities:

Responsible to provide Technical Support of **Servers, Desktop, and HP Printers.**

### ACHEIVEMENTS

Rewarded **Incentive** from Gulf Business Machine twice for **Good performance and customer satisfactions**

**Rewarded incentive** from S3tel incorporated

### PERSONAL INFORMATION

**Date of Birth: 2nd Nov 1984**

Nationality: Indian

Sex: Male

Marital Status: Married

Language: English, Hindi and Punjabi

**Driving License: Bahrain, INDIA**

**Visa Status – B1 USA**

**PAN CARD NO- AHFPN9744G**

Passport No- P8356704

Valid till – 27/02/2027

Strength – Positive attitude, hardworking, dedication toward work

Hobbies – Internet Surfing