

# RAJENDRA NIKUMBH

**Address:** A/606, Triveni Garden, Joshi Pada, Adharwadi Circle, Kalyan (W)-421301

**Contact:** +91 9819667798

**Email ID:** rajendra\_nikumbh@hotmail.com/ rajendra.nikumbh@gmail.com

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## SENIOR MANAGEMENT - IT / SOLUTION ARCHITECTURE / PRESALES

**Storage Management ~ Project Management ~ Presales & Business Development ~ Vendor Management**

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### Snapshot:

Seasoned senior technology professional with more than 15 years of experience in working with leading companies. Seeking challenging senior managerial assignments with a reputed organization

- Accountable for Managing 15K+ Virtual Desktop Infrastructure (VDI) for State Bank of India Bank (SBI)
  - Well versed with Emerging Technology like Hyper Converge Infrastructure (HCI), SD-WAN, Private & Public cloud offerings, Containers & kubernetes & Software Defined Storage (SDS).
  - Proficient in managing presales activities like Information Gathering, Product Positioning, Preparing BOQ & SOW.
  - Experienced in VMware vSphere offering like vSAN, HCX, Horizon View, and vRealize Suite
  - Experienced in Data Center Migration and Disaster Recovery (DR) technologies.
  - Proven ability in conducting technical training sessions for channel partners, End users and Team members on products and solutions
  - Significant exposure in Data Center Optimization, Data Center Transformation, Solutioning & designing on Enterprise Cloud Storage, Servers/ Data Center virtualization.
  - Well versed in working on complex multi-platform, multi-site IT Infrastructure operations, Information security, access control and systems
  - TOGAF 9 Certified Architect / PRINCE2 Foundation and Practitioner certified
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## WORK EXPERIENCE

### **Bharat Financial Inclusion LTD, Hyderabad, Sr. Project Manager July 2019 till Date**

Manage Multiple Project like Tech Migration, Cloud Adaptation Project etc. Prepare Project Charter and define scope. Scheduled Meeting and lead technical discussion with Multiples Vendors. Evaluate and Negotiate with Multiple vendors. Prepared High-Level Project Plan and track Project Status. Manage team of 5 FTE.

### **Dimension Data India Limited, Mumbai Sr. Solution Architect, April 2017 till July 2019**

#### **Responsibilities:**

Accountable and Led Branch Servers consolidation Project for one of India's largest Public-Sector Bank -SBI Project comprise of Migration of 25K branches to centralized locations. As Technical Lead responsible for Operations, Migrations and Project governance. SBI-BSC Infra comprise of vxBLOCK750, Cisco UCS and VMware suite.

- Directly reporting to DGM and AGM of SBI Banks.
- Accountable & Single Point of Contact (SPOC) for client for any Technical, Operations & Migration Related issues.
- Managed Team of 20+ Engineers of L2/L3 and Contract Engineers.
- Lead and Participated in Disaster Recovery DR drill every month and documented finding and lesson Learnt from previous DR Drill.
- Prepared Pre and Post Checklist and review Disaster Recovery Plan to Reduce RTO.
- Carried out Assessment of Backup Infrastructure and Reduced Backup Windows by 1.5 hours.
- Successfully Completed PIMS Integration, SIEM Integration and DAM for entire Infrastructure.
- Coordinated and Resolved any Security Related issues with help of SOC team.

- Coordinated and Led SBI certificate replacement activity with help of VMware Team for Entire Infrastructure.
- Led CAB and SR Review meeting with Clients.
- Built Professional Relationship and Good Rapport with Other OEM and SI in Project Like TCS, VMware, Dell EMC and Trend Micro.
- Streamlined Process and Ensured all Prerequisite are met before Branch Migrations.
- Followed up with Other Departments for DNS Entries, Ports opening and closure of SR tickets.

### **PERSISTENT SYSTEM LTD, Pune, Technical Specialist, March 2015 till April 2017**

#### **Accomplishments:**

Written and responded to UP Vidhan Sabha Digitization Project worth of 20Cr. Designed Data Center and Hardware architecture including Servers sizing, S/W Licensing. Engaged and negotiate with different Vendors for Product selection and prepared Final BOQ.

#### **Responsibilities:**

My key Responsibilities include pre-sales conversations with customers, writing responses to RFPs /RFI, qualifying and sizing service opportunities, and developing strong customer relationships with a focus on Storage Infrastructure and Virtualization.

- Key Contributor in Project planning of VCE vBlock 340 Expansion and EMC FAST and FAST cache Implementation in Synchronous Project.
- Prepared Pre-bid queries and answered to Technical queries of all Stakeholders.
- For Enterprise Application and Web Servers Worked with Developers and consortium partners For Servers and Storage sizing

### **ACCENTURE SERVICES INDIA LTD, Bangalore, Team Leader, Oct 2010-Feb 2015**

#### **Accomplishments:**

- Acknowledged for efficient management of Server Consolidation & Data Center Migration projects with minimum application impact and downtime.

#### **Projects:**

##### **Abdul Latiff Jameel Data Center Migration – Kingdom of Saudi Arabia**

- Gathered and reviewed AS-IS architecture of ALJ Infra and list down all pain Points Area's and Identified Single Point of Failure (SPOF).
- Prepared Asset Inventory and Application Dependencies before Migrations.
- After Multiple round of discussion with OEM's Prepared TO-BE Architecture and Migration Approach.
- Help Project Manager to define Project Milestones and Phases

##### **Intertek Project – Private Cloud Solution on NetApp Flex Pod**

- Functioned as Subject matter Expert (SME) for VMware Virtualization and Storage Products.
- Prepare and Reviewed Run book for L1 and L2 Engineers.
- Conducted NetApp Flex Pod Infrastructure Audit and Implemented recommendation as per Cisco Validated design (CVD) Document.
- Managed, Trained and Delegated works to L1 and L2 Team.
- Focused on pre & post technical support for VMware Virtualization and Storage Technologies products to enable seamless integration into customer's ECO Systems.

##### **Accenture Cloud –Agile DC**

Part of Accenture Cloud Initiatives Entire Team was responsible for Demonstrating Cloud offering on HP Full Stack.

- Automate Storage Provisioning from HP3PAR storage to HP Blade System Servers C7000 using HP Storage Provisioning Manager (SPM V2).
- Deployed and Configured HP3PAR and HP EVA storage array's in Accenture Lab.
- Prepared Technical documents and run book for Private Cloud solutions.
- Prepared Storage Point of View (POV) for senior architect.

## **NETAPP INDIA LTD, Mumbai, PSE, Sep 2008 – Oct 2010**

### **Responsibilities:**

- Coordinated activities related to Design, Deployment & Implementation of NetApp Filers, Capacity Augmentation and Setting up Disaster Recovery (DR) using Snap mirror for Enterprise Customers.
- Planned and support Partner Engineer in Head Swap and Tech Refresh Activity.
- Planned and Lead Data Center Tech Refresh activity including NetApp Filers, FC Switches at Kotak Bank.
- Handled Customer Escalation and Trained Partner Engineers

## **TATA ELXSI LTD, Mumbai Sr. Executives, August 2006-Jul 2008**

### **Responsibilities:**

- Maintained updated documentation & feedback to Account Managers, sales and other EMC Technical Support co-workers. Updated procedural and routine technical issues to customers.
- Ensured smooth functioning of EMC SAN infrastructure in supporting mission critical business applications.
- Involved in remote monitoring of EMC systems to optimum condition of Storage boxes.
- Built & maintained productive business relationship with key decision makers across client organizations like TCS, RIL, RCOM, Mastek

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## **ACADEMICS**

- **Diploma in Computer Technology, Board of Technical Examination, 1990**
- **Advance Diploma in Computer Software and Analysis, Board of Technical Examinations, 1993**
- **Bachelor of Science – Computer Science, Calorx Teachers University 2018**

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## **PROFESIONAL DEVELOPMENT**

- TOGAF 9 Foundation and Practitioner certified
- PRINCE2 Foundation and Practitioner certified
- VMware Certified Professional (VCP) -Data Center Virtualization 6.5
- AWS Certified Solution Architect -Associate
- ISO 27001 :2013 Lead Auditor
- EMC Data Center Architect – Enterprise Storage Networking Specialist
- EMC Cloud Infrastructures and Services associates (EMC CISA)
- EMC Information Storage and Management Exam (EMC ISMv2)
- NetApp Certified Implementation Engineer –SAN & Virtualization (NCIE)
- NetApp Certified Data Management Administrator (NCDA)
- ITIL Version 3 Foundation Examination

**Date of Birth:** 15<sup>th</sup> February 1971 – **Languages Known:** English, Hindi and Marathi  
**Passport No:** K1936758 valid till 2022 – **Reference: Available on Request**