

QAYED JOHAR ALI

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PROJECT MANAGER, AWS SOLUTIONS HEAD

Offering 20+ years of experience

Having Valid US Business VISA

ABOUT

As a technology enthusiast, I have led teams and organizations dedicated to helping them drive AWS based Solutions with critical digital transformations. I am a result-oriented technology expert and trustworthy advisor with a proven understanding of Cloud technology, consultative pre-selling strong support and operational strategy. I bring a well-developed ability to set the digital vision and implement projects to deliver quality and profitability with focus on long term client service.

Motivated with 5+ Years of AWS Cloud Experience and 20 years of professional IT experience as hands-on technology executive with a proven track record of leading the design, development & program/project management of high technology projects & solutions, while continuously improving the processes & procedures. Have demonstrated/excelled in several roles from an individual contributor to a team builder.

Have close working relationships with global counterparts and key customers with a good understanding of cultures (Middle East, Europe, Japan, America and South African countries).

Specialties: AWS Solutions Architect, AWS Infra Setup and Maintenance, AWS Troubleshooting, Digital Transformation Strategies, Porting Applications to Cloud, Product Strategy, Delivery & Project Management- Building & managing distributed teams, Agile Development, Web and Mobile Application Design, Multi-tenant SaaS Enterprise Software. In an ever-changing industry, I continuously seek opportunities to create a bigger impact.

SKILLS & STRENGTHS

- ♦ Passionate about **leveraging technology** to solve meaningful business problems
- ♦ Proven ability to **lead dynamic teams** creating working culture fostering innovation, camaraderie, respect, trust & happiness
- ♦ Expertise in Cloud experience with **Amazon Web Services (AWS)** and MS Azure
- ♦ Experience porting applications into the **cloud**.
- ♦ Manage the **AWS infrastructures** and strategic relationships with Clients including development Teams.
- ♦ Deep experience in Program/Project Management, using Agile/Scrum, Kanban, Waterfall or a mix of methods & practices as appropriate. Managing teams & helping businesses transition from chaotic to Agile & predictable SDLC.
- ♦ Building Product roadmaps with Leadership team & Product Management.
- ♦ Work with internal teams to create the migration process of **legacy systems to the AWS cloud**. Have been part of large **cloud transformation** and **migrations** program
- ♦ Educate Stakeholders of all sizes on the **value proposition of AWS** and participate in deep architectural discussions to ensure solutions are designed for successful deployment in the cloud.
- ♦ Experienced in Optimizing **AWS Cost** with best possible balance between technology and performance.
- ♦ Experienced in **IaaS** and **PaaS** technologies.
- ♦ Expertise in **Cloud Managed services** (EC2/VMs, Database, API Management, etc.,)
- ♦ Experienced in Network, Storage and security design.
- ♦ Strong skills demonstrated in **DevOPS**, **bitbucket** (Git) & CI-CD
- ♦ Expertise in **mapping client's needs and conducting gap analysis** to devise cost effective end-to-end solutions to maximize value perception for the customer.
- ♦ Competent in **prospecting, identifying, and setting up dialogues with potential clients** to gather and analyze requirements and securing their tentative confirmation to the suggested solutions. Broad experience in the Software Engineering lifecycle, Systems management, IT Security and User Interfaces Design
- ♦ Competent and result oriented with a focus on business requirements and having varied experience across **Pre-Sales Consultancy, Applications Development, Deployment and Support projects**, with expertise in SQL Server, Cloud Servers and related Web, Mobile and Desktop applications; currently spearheading as **AWS Solutions Head** with an additional responsibility **Managing Projects** with **Great Place IT Services, Nagpur**.

PROFESSIONAL EXPERIENCE

GREAT PLACE IT SERVICES, NAGPUR

since Dec 2015

(Technology Partner of Great Place to Work, India)

AWS Solutions Head and Project Manager

- ◆ Heading all Projects Deliveries and Resource Planning for Product releases and New Projects.
- ◆ Actively Involved in Architecting Web, Mobile and Cloud Based Solutions.
- ◆ Planning and porting applications into AWS cloud with focus on Cost reduction and optimization to avoid downtimes.
- ◆ Ownership and responsible for AWS Cloud Infra Design, Setup and DevOps.
- ◆ Actively involved in assisting System Admin for Cloud Infrastructure and its Maintenance to keep Web platforms uptime
- ◆ Educate Stakeholders of all sizes on the value proposition of AWS and participate in deep architectural discussions to ensure solutions are designed for successful deployment in the cloud
- ◆ Efficiently handling customer relationship by handling talks with Clients to identify and assess their business challenges and find an effective solution. Communicate and Translate Customers' business requirements into solutions with direct Interaction with Customers from Seven countries
- ◆ Liaising with business associates and customer base to provide resilient and reliable technical advice to form and finalize solutions.
- ◆ Work with internal teams to create the migration process of legacy systems to the AWS cloud
- ◆ Work with business unit managers to understand project scope, suggest possible alternatives and document each step of the design
- ◆ Resolving complex technical problems at on AWS Cloud
- ◆ Investigation RCA and issues on AWS Cloud hosted applications.
- ◆ Work with several third-party vendors in various areas to support our overall cloud initiative

EXPERTS LOGIC, NAGPUR

Sep 2008 – Dec 2015

Co-Founder and Digital Transformation Specialist

- ◆ Delivery focused architectural, development and deployment approach using agile practices and the implementation of processes, methodologies and techniques configured for the specific project
- ◆ Designing and Leading Development team for Various Web, Mobile and Cloud Based Solutions.
- ◆ Worked closely with customers on the technical requirements to provide technical solutions – Identified requirements, including technical details sufficient for product / project definition.
- ◆ Translate business requirements into detailed architectures & solutions
- ◆ Designing a Solution Architecture on strategic parameters, identifying gaps and redesigning business process/ related documentation for improved operational efficiency.
- ◆ Efficiently handling customer relationship by handling talks with Clients to identify and assess their business challenges and find an effective solution.
- ◆ Designing and implementation of public facing websites / Web Applications on Cloud Servers.
- ◆ Analyzing client requirement and developing solutions for large, midsize and small enterprises thereby ensuring translation of business requirements into well-engineered and integrated technical solutions
- ◆ Liaising with business associates and customer base to provide resilient and reliable technical advice to form and finalize solutions

SUPREME INFRAISOFT (SUPREME STARTECH GROUP), NAGPUR

Jun 2007 – Sep 2008

Solutions Architect

- ◆ Leading Application development teams, Solution Design and Communication with Clients and Project Stake holders.
- ◆ Provided Architectural Solutions to effective Implementations and IT Projects Solutions Architecture Design.
- ◆ Handled correspondence with Clients keeping up relationship to accomplish long haul maintenance & fulfillment
- ◆ Adept in UML Design, Wire Frame Design & Development, SLA administration and Pre Sales Support.
- ◆ Proactively led team successfully handled the critical issues, closing them in acceptable timelines.
- ◆ Meticulously assisting team in carrying out requirement gathering; also instrumental in RFP qualifications.
- ◆ Leadership, management, skills transfer and participation in skilled technical teams.

ZEON SOLUTIONS PVT LTD, NAGPUR

Dec 2006 – Jun 2007

Project Leader

- ◆ Entrusted with direct Interaction with Client for Solutions Architecture planning.
- ◆ Responsible for project Estimation and Timeline, arrangements and Program stream outlines. Solutions Implementation and launch pad preparations
- ◆ Involved in RDBMS Architecture and Design, troubleshoot different issues amid task life cycle, SQL Programming Language, relational databases, Solutions and Program flow designs.

HARRIER INFORMATION SYSTEM, NAGPUR, Database Solutions Architect, Jun 2005 – Nov 2006

ARABIAN PACKAGING CO. LLC (Al Ghurair Group), DUBAI, Software Programmer, May 2003 – Apr 2005

GALADARI & ASSOCIATES, DUBAI, Software Programmer, Sep 2001 – Apr 2003

INTEGRATED SYSTEMS & SOFTWARES, NAGPUR, Software Engineer, Jun 2000 – Sep 2001

ACADEMIC & PROFESSIONAL CREDENTIALS

B.E in Electronics & Power – Nagpur University, Nagpur

Certifications

- ◆ Certified ScrumMaster® (CSM®) [<http://bcert.me/slmmzodvl>]
- ◆ Information Technology certification from NIIT. (Year 2000)
- ◆ ORACLE Certification, Indian Institute of Technology, Kharagpur, INDIA. (Year 2000)
- ◆ TCP & Networking Concepts, Indian Institute of Technology, Kharagpur, INDIA. (Year 2000)
- ◆ Brainbench Certifications (Year 2005)
- ◆ Asian School of Cyber Laws: Cyber & Internet Security - CCI (Year 2014)

Technical Skills

Cloud Technologies	AWS , Microsoft Azure
AWS Services	EC2, RDS, ELB, EBS, S3, Route 53, IAM, Certificate Manager, CloudWatch, WAF, CloudTrail, Security Groups, VPC, Comprehend, SES, SNS, Firewall Manager, Billing (Cost Optimization)
Programming	.Net/C#, ASP.Net, PHP
Database	MS SQL Server, PostgreSQL, ORACLE & MySQL
Scripting	HTML 5.0, JavaScript, Ajax, XML, SQL
Enterprise Software	ERP, CRM, HRMS
Frameworks & Methodologies	Scrum, Agile, SDLC, MVC
Open Source Framework	WordPress, Joomla, Bootstrap

References: Available on request.