ASHWINI DEKA

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OBJECTIVE

Achievement-driven professional targeting challenging opportunities in **Security Surveillance/ Pre-Sales /Project Support/ Project Management / Solution Architect preferably at Assam or Remote**

PROFILE SUMMARY

- **A PMP, CompTIA Security + & Cisco Certified,** and a result-oriented professional with **over 8 years** of experience in Security-Surveillance, Information Technology, Networking, Hospitals, and Telecommunication domains.

- **Currently employed as a Pre-sales & Technical Support Engineer at Corsight AI Ltd.**; Hands-on expertise with Corsight's Fortify Autonomous Facial Recognition Software. Working on specialised products, such as facial recognition with 1:1, 1:N, and N: N features. Ability to communicate with relevant audiences at all levels of an organization, both in a business and technical context.

- **Proven track record in implementing stringent security systems / measures** to establish and maintain high-security standards in compliance with the prescribed norms

- **Skilled in managing the project from start till final delivery, understanding client requirement, vendor management, costing, quotation preparation, and billing movement; major clients are High-end Security Agencies & Police Departments, Oil & Gas, Power & Energy, Government Verticals**

- Hands-on experience in Installation & configuration expertise in Hikvision Security surveillance products like Security systems and C.C.T.V Camera, Facial Recognition cameras, IP & Analog CCTV, VMS, Access Control Devices, Biometric devices, Thermal Solutions - Thermal Metal Detection Door Solution & Handheld Thermographic Camera, Managed and Unmanaged Network POE Switches, Video Door Phone, Wireless Bridge (CPE), Automatic Number Plate Recognition Camera (LPR), Under Vehicle Surveillance Solution (UVSS), Speed Violation Detection Solution, Baggage Scanner, Door Frame Metal Detectors, Wired & Wireless Intrusion Detection Solution, Structured Cabling, Building management system, Fire Alarm, Parking Management System, Intrusion & Fire Alarm Sensors

- Proven record of addressing the RFPs & RFIs & in salesforce operations for providing customer relationship management services.

- Gained Knowledge of NIST cyber security framework and GDPR complaints

- Experience working with law enforcement agencies with a successful track record, including the Police, The Judiciary, and High-end security agencies of India with technologies like (Face| Fingerprint| Card - Biometric Device), Access Control, CCTV, Facial recognition, under-vehicle surveillance systems, Door frame metal detectors

CORE COMPETENCIES

Security & Vigilance	Security Protocol	Technical Solution
Project Management	Project Deployment	Strategic Planning
Request for Proposal Preparation	Request for Information Preparation	
Pre-Sales	Security Risk Assessment	

ORGANISATIONAL EXPERIENCE

Since Aug'22 with Corsight AI Ltd(Savitar India Pvt. Ltd) as Pre-Sales & Technical Support Engineer

May'17-July'22 with Parma Hikvision India Pvt. Ltd. as [Pre-Sales & Sr. Solution Engineer

Feb'17-Apr'17 with Afroserve Pvt. Ltd. as Project Engineer

Sep'16-Feb'17 with Narayana Superspeciality Hospital as Network & IT Engineer

May'16-Sep'16 with Netcom IT Solution Pvt. Ltd. as Network Engineer

July'15-Apr'16 with GI Group (Cisco) as Network Engineer

Mar'15-Jun'15 with Tata CMC as IT Engineer

Jan'14-Feb'15 with DSM Infocom Pvt. Ltd. as Field Engineer

Presale | Project Management
Roles:

- Working in presales & providing technical support expertise in a solution development & security surveillance product support environment
- Managing Corsight AI Autonomous Facial recognition Software, 1 : 1, 1 : N & N : N solutions
- Knowledge of NIST and GDPR standards
- Providing technology presentations, customized product demonstrations, Proof of Concept exercises, and concise architectural design and solution documentation in support of larger opportunities and RFP responses.
- Managing the end-to-end presales process for clients and partners from Request For Proposal (RFP) responses through tailored product demonstrations and proposals
- Participating in bids and managed the complete bidding process right from the initiation of the Request For Proposal (RFP) till complete submission and reinforced winning potential
- Architecting technical solutions required to address customer requirements, assessed customers' needs and recommended solutions that optimized value for the customer and the firm
- Working with vendors to produce anticipated outcomes; ensuring product demonstrations are fully functional and ready to address customer queries
- Providing technical support throughout the sales cycle to drive opportunities.
- Delivering and customizing technical presentations on products
- Building new presentations for use by sales and other software consultants; explaining product capabilities, limitations, and implementation
- Creating a proposal document, a bill of materials, and hardware sizing, and delivering these to the system integrator and partners for the project
- Actively participating in sales calls involving complex technical requirements or multiple hardware platforms.
- Identifying and developing innovative solutions to customer requirements
- Working with the sales representative with little supervision to define sales and technical strategies in dealing with the client. Providing feedback on technical efforts of other Software Consultants.
- Researching, composing and delivering responses to RFPs. Interacting with clients to clarify requirements. Reviews RFP responses for technical accuracy
- Designing and building customized demonstrations of solutions for prospective clients possibly using pre-production and beta software.
- Installing and configuring solutions at client sites as part of the proof of concept or pilot

Network IT Engineer
Roles:

- Experience in Installation and Integration of:
  - CISCO ASR Routers such as 9000K, 903,920o for sites in Assam
  - High-end Nexus Switch such as 7710k, 3172PQ & 3048TP
- Implementing Routing protocols such as Border Gateway Protocol (BGP), Intermediate System to Intermediate System (ISIS), and Static Routing Protocol
- Monitoring performance and ensuring system availability and reliability
- Training to Site Engineers. ¬ Configure and install various network devices and services (e.g., routers, switches, firewalls, load balancers, VPN, QoS)
- Experience & understanding of IPsec VPNs as well as real-world implementation and troubleshooting experience
- Experience in troubleshooting & Monitoring Palo Alto, IPS/IDS, Fortigate
- Perform network maintenance and system upgrades including service packs, Router IOS, patches, hotfixes, and security configurations
- Provide Level-2 support and troubleshooting to resolve issues for Down Sites across Assam and NE
- Liaise with vendors – Fiber, Microwave, Construction, and other IT personnel for problem resolution
- Coordinating with the Fiber and Microwave team in case of link down and escalating the same. Quality management check and prepare report for the same
- Prepare Weekly reports of Down Sites and Live sites. Closure of Tickets in Sales Force Portal
- Expertise in Server 2008, Microsoft Office 2013, Active Directory

CERTIFICATIONS

- 2022: P M P (P r o j e c t M a n a g e m e n t P r o f e s s i o n a l)
- 2022 : (C o m p T I A) S e c u r i t y + SY0-601
- 2022 : C C N P S e c u r i t y (CSCO12881802)
- 2021 : P a l o A l t o P C N S E
- 2016 : C C N A R o u t i n g & S w i t c h i n g 2 0 0 - 1 2 0 (CSCO12881802)
- 2007 : C O M P T I A A + f r o m N I I T

ACADEMIC DETAILS

2012   BCA from Third Eye College , PTU
2008   12th from SC College , AIBSE
2005   10th from St. Joseph's High School

PROJECTS MANAGED

- SECURITY SURVEILLANCE PROJECTS IN POLICE, LAW & JUDICIARY- Assam Police, Kolkatta Police, Assam Secretary, Bihar Police, Agartala High Court, Manipur High Court
- FLAMEPROOF SOLUTIONS IN POWER, OIL & GAS – Oil India Limited (IOCL), Hindustan Petroleum, Bharat Petroleum Corporation Limited, ONGC, Brahmaputra Cracker, and Polymer Limited
- Security Surveillance Project in BSFI Domain: SBI, Union Bank, UCO Bank, Canara Bank, Bank of Baroda, Bank of India, LIC, Punjab National Bank
- UNDER VEHICLE SCANNING SYSTEM: Assam Secretary
- SPEED VIOLATION SOLUTION : Kaziranga Wild Life Sanctuary
- SPEED VIOLATION SOLUTION : Iocl Bongaigaon
- DOOR FRAME METAL DETECTOR: North Frontier Railways
- DOOR FRAME METAL DETECTOR: Guwahati Water Resource Department (Ropeway)
- THERMAL FEVER SCREENING SYSTEM: Mizoram Airport, Guwahati Railway HQ
- ARTIFICIAL INTELLIGENT FACIAL RECOGNITION SYSTEM- CM House Meghalaya
- VDP PROJECT- Uttarayan Villa
- AIRTEL VOLTEE 4G PROJECT
- RELIANCE JIO 4G PROJECT, TCS PROJECTAGARTALA
- CISCO NETWORK IMPLEMENTATION PROJECT
- UCO BANK, BANK OF BARODA, ASSAM GRAMIN VIKASH BANK NETWORK IMPLEMENTATION PROJECT
- ASSAM GRAMIN VIKAS BANK PROJECT FOR DESKTOP & NETWORK SUPPORT
- EASTERN AIR COMMAND PROJECT FOR DESKTOP/WORKSTATION SUPPORT
- RURAL GAON PANCHAYAT PROJECT FOR DESKTOP/WORKSTATION SUPPORt

PERSONAL DETAILS

Date of Birth: 4th Aug'1988
Languages Known: English , Hindi, Assamese
Mailing Address: Beharbari ABC Near ADR Office. PO+PS : Basistha, Guwahati- 781029, India