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PRODESSIONAL PROFILE – SKILL & PROFICIENCIES

* Presales consultant with 20 years of experience in **Presales, Cloud Solution Architecting**, **Go to Market strategy, delivery of cloud and infrastructure services, software development** with key emphasis **Cloud Presales,** delivery services, and infrastructure management.
* **Spearheading** the presales process, Responses to RFP, RFI, RFQ on **Azure and AWS** **Cloud** Technologies.
* Providing architectural solutions for Cloud – Public/Private (Azure, AWS, VMware & Google), Datacenter Consolidation, Workload / Application transformation.
* Work extensively with alliance partners or CSPs and build solutions for client requirements.
* Manage cloud transformation, managed services deal across the globe.
* Closely working with regional sales team to response RFP’s, RFI, proactive proposal.
* Handle multiple infrastructure technologies based on project requirements as part of the architecture design.

PRODESSIONAL 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.**