

Sunjay Miquita

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SUMMARY OF EXPERIENCE

Twenty-Five Years of experience with an amalgam of domains which comprises of sectors like information technology & communication, Oil & Gas, Banking & Financial Services ranging domestically & internationally. This includes low level understanding of Operations & Service Delivery pertaining to organizational information & technology requirements. My educational & technical qualification has given me opportunities to lead IT applications, IT infrastructure & cloud implementation with maintenance & support. Years of experience has made me proficient to understand, manage & deliver projects based on operational & budgetary challenges keeping up with cutting edge technologies and new challenges.

PROFESSIONAL AMBITION

With demanding operational requirements which are hungry for seamless & robust outputs, I as a technology evangelist & principle architect would like to contribute in designing & implementing new technologies with integration of product independent platforms. I would like to lead and ensure technology delivery using all cutting edge technologies which can eliminate human errors and build up on organizational efficiency & proficiency.

CERTIFICATION & EDUCATIONAL QUALIFICATION

Cloud Platform	Post-Graduation – Artificial Intelligence & Machine Learning Microsoft Certified - Azure Solutions Architect Expert Microsoft® Certified Solutions Expert - Cloud Platform and Infrastructure (Charter)* Microsoft Azure - DevOps Solutions Amazon Web Services - AWS Certified Solutions Architect – Professional Google Cloud Platform - Professional Cloud Architect			
Microsoft	Microsoft Certified Solution Expert 2012 - Server Infrastructure Microsoft Certified Specialist for Project 2013 Microsoft Certified System Engineer (MCSE)	Microsoft Certified Solution Associate 2012 Microsoft Certified Information Technology Professional for Enterprise (MCITP Enterprise) Microsoft Certified System Administrator (MCSA)	Microsoft Certified Solution Expert - Private Cloud (System Center 2012) Microsoft Certified Technical Specialist for Voice (MCTS Voice) Microsoft Certified Professional (MCP) in Visual Basic	Microsoft Certified Technical Specialist for Cloud (Office 365) Microsoft Certified Technical Specialist for Messaging (MCTS Messaging) Microsoft Certified Professional (MCP) in Visual C++
VMWare	VMWare Certified Professional – Network Virtualization	VMWare Certified Professional – Cloud Management & Automation		VMWare Certified Professional – Data Center Virtualization
Security & Networking	Certified Ethical Hacker (CEH - EC Council)	Certified Ethical Forensic Investigator (CEFI)	Cisco Certified Network Administrator (CCNA)	Juniper Certified Network Administrator
Educational & Management	PG in Artificial Intelligence and Machine Learning Diploma in Software Engineering from VMCI	Bachelor Of Computer Applications ITIL (EXIN)	Higher Secondary Certificate - Mumbai University PMP – Theory	SSC - Mumbai University



PROFESSIONAL EXPERIENCE

Organization: IFI Tech Solutions Pvt. Ltd
Title: Head – Cloud Business & Practice
Period: October 2020 – Till Date
Profile: Responsible for Microsoft Professional Service Business
Responsible for Enterprise Clients – Technical Engagement & Relationship
Worked with Partner Account Managers to formulate strategies to win Enterprise Clients
Worked with Partner Technical Managers to brief clients on technical knowhow
Worked with Partner Technical Managers to design internal team's technical growth and upscale plans
Created solution packages pertaining to cloud products & services, such as VDIs & Storages
Conducted Pre Sales Training
Designed & Architected Enterprise Solutions for Azure
Contributed in turnkey projects and worked jointly with OEMS, partners & third party vendors
Worked closely with Cloud Providers & OEMs to design, architect & delivery solutions to Public Sector Units, thereby, gaining exposure to BID processes
Worked closely with BFSI Domain to provision platforms which ensure high availability, high performance of applications & infrastructure
Designed Solutions with reference to Cloud Security best practices
Designed & Integrated Third Party Security Solution with Cloud Providers
Contributed to Post Sale Team Training & Best Practice Process Guidelines
Discussed Accounts with Internal Sales team to create business plan and work flows
Created Business Intelligences for Internal Process
Create Business Plans & Approaches

Organization: Hitachi Systems Microclinic Pvt. Ltd
Title: Head – Cloud Business & Practice
Period: Sep 2016 – Sep 2020
Profile: Responsible for Microsoft Professional Service Business & Cloud Business
Mentored & Guided Microsoft Delivery Team
Mentored & Guided Microsoft Azure Delivery Team
Mentored & Guided AWS Delivery Team
Reviewed Solution Architects & Solutions Designed
Conducted Sales & Pre Sales Training
Contributed to Post Sale Team Training & Best Practice Process Guidelines
Discussed Accounts with Internal Sales team to create business plan and work flows
Created Business Intelligences for Internal Process
Create Business Plans & Approaches
Designed & Architected Enterprise Solutions for Azure, AWS & Google Cloud
Designed & Architected Hybrid Data Center Solution & E Mail Solutions

Organization: Sunfire Technologies Pvt. Ltd
Title: Associate Vice President
Period: March 2016 – Sep 2016
Profile: Responsible for Professional Service Business
Created Work Flows for Internal Processes
Reviewed & Discussed Solution Designed Documents based on client requirements
Reviewed Service Delivery Projects & contributed in Managing the Process
Worked with Pre Sales Team to Close Solution Deals
Contributed to Post Sale Team Training
Discussed Accounts with Internal Sales team to create business plan and work flows
Created Business Intelligences for Internal Process
Create Business Plans & Approaches
Aligned closely with OEMs for opportunities

Organization: Comparex India Pvt. Ltd
Title: Delivery Head & Solution Lead
Period: June 2013 – February 2016
Profile: Responsible for Professional Service Business for Enterprise Clients
Designed Solution for Infrastructure & Application based on Client requirement
Managed Projects for internal team and clients
Managed Delivery for Clients
Designed & worked on internal business processes
Managed a team of Professional Service consultants of Microsoft Technologies
Managed a team of Professional Service consultants of Security & Network Technologies
Validated solutions designed and proposed by internal consultants
Validated solutions designed and proposed by vendors
Contributed to revenue jointly with Sales team and was responsible for numbers
Vendor Management
Worked closely with OEMs to plan accounts
Trained Business team on technology
Designed Project on Cloud Solutions like Azure & Office 365, VMWare & Other major OEMs

Organization: AM Technologies
Title: Head - IT Infrastructure & Practice
Period: November 2011 - Feb 2013
Profile: Managed a team of Professional Service consultants of Microsoft Technologies
Managed a team of Professional Service consultants of Security & Network Technologies
Validated solutions designed and proposed by internal consultants
Validated solutions designed and proposed by vendors
Contributed to revenue jointly with Sales team and was responsible for numbers
Managed and Maintained application & infrastructure best practice in contact center for in-bound
And out-bound calls
Worked closely with OEMs like Microsoft, Vidyo, HP, Dell, etc. to close deals with clients
Worked closely with OEMs to meet clients and understand their technical requirements
Trained internal team on technology to ensure smooth consultation practice
Managed and maintained internal servers for smooth internal operations
Managed and Implemented internal IT Policies

Organization: TSR Info Solutions
Title: Head - IT Infrastructure & Application
Period: July 2008 - November 2011
Profile: Validated solutions designed and proposed by internal consultants
Designed & Implemented IT Infrastructure for the Clients
Managed IT department (Application, Security & infrastructure)
Responsible for staff appraisals & sourcing
Trained internal team on technology
Responsible for client relationship and upsell
Managed Remote Infrastructure Operations for the organization
Prepared IT budget for internal clients
Looked after delivery of solutions and operations

Organization: Osians
Title: Sr. Manager IT
Period: Jan 2005 – June 2008
Profile: Implemented and followed ITIL Standards for service management
Headed a team of 35 engineers (L1, L2 & L3) across India
Managed vendors and negotiated for best hardware and application proposals
Responsible for IT Infrastructure operation and maintenance
Responsible for network operations across India which included VPN connectivity and MPLS networks, Managed routers & firewalls
Managed Microsoft Networks & Infrastructure
Managed Exchange Solution & Security
Prepared IT budget for the management
Looked after delivery of operations
Looked after backups and planned recovery

Organization: Convergys India
Title: Sr. Technician - Microsoft Managed Services
Period: June 2003 - December 2004
Profile: Supported clients on server issues as L2 & L3 support technician
Helped and mentored L1 & L2 engineers in escalation
Participated in training teams on technology & quality
Buddied with support engineers to ensure quality during new assignments
Monitored calls to ensure quality of customer service and technology

Organization: Cybernet Informatics India Pvt. Ltd
Title: Sr. Programmer & Lead
Period: May 1995 - June 2003
Profile: Designed and developed inventory programs for clients based in their requirements
Trained and mentored developers in win32 development APIs
Administrated IIS server on windows 2000 & SQL 7.0 platform
Developed scripts in ASP and JSCRIPT

PERSONAL DETAILS

Date of Birth: 23rd August 1974
Passport Number: M3598178
Address: Sea Kist, Flat No. 2, B.J. Road, Bandra West
Mumbai – 400 029
Hobbies: Carom Board, Football, Kick Boxing, Cycling, Music, Food & Travelling