

Name: Srinath v. Pullela

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**CAREER OBJECTIVE**

To have a growth oriented and challenging career, where I can contribute my knowledge and skills to the organization and enhance my experience through continuous learning and teamwork.

PROFESSIONAL EXPERIENCE**Total Experience: 4.9 years****Prominerals Pvt. Ltd. Orissa**

Tenure	1 year (2 may 2013- 2 may 2014)
Designation	Executive Engineer, Prominerals Pvt. Ltd.
Roles and Responsibilities	Department of electronics, electrical and instrumentation (commissioning of electrical drives, pressure transmitters, flow transmitters, operations and maintenance of PLC, weigh feeders Electrical Drives & other equipment on & off the field.)
Awards	Performance was termed Good at yearly appraisal and was cleared for permanent Executive Engineer (instrumentation)

Wipro Technologies. Bangalore

Tenure	2 Years July 2016- August 2018
Designation	Associate Consultant, Extended Sales (Pre-sales)- Appirio Cloud Services, A Wipro Company
Roles and Responsibilities	<ul style="list-style-type: none"> • Presales Consulting for Cloud Application Services, building responses to RFP's, RFI's, RFQ's, Creating PoV's. • Producing solution architecture for complex business processes, Creating Marketing content, Business Analysis & GTM strategy. • Detailed study of IT industry landscape, trends and competition across geographies. • Understanding various economic, social, political and cultural factors impacting the IT industry in these geographies • Account Research, Opportunity Analysis & Business Development Initiatives. • Strong Customer Engagement background, conducting Solution Design workshops, assist in building market strategy for new geographies.
Awards	Performance was termed Good at yearly appraisal,
Certifications and Trainings	Quote-to-Cash, Cornerstone on Demand training, Workday HCM Fundamentals training, "Xactly" Sales Performance Management training.

Trinity Mobility. Bangalore July 2018- April 2019

Designation	Business Management Lead
Roles and Responsibilities	<ul style="list-style-type: none"> • Responding to RFP, Execution Approach, Effort Estimation, Resource loading, Execution model, Implementation plan, Architecture and Data model diagram. • Experience in Leading CRs, functional requirement, Estimation, Design, Design Review, Use case, Deployment guide, Traceability Metrix. • Product Demonstrations & POC's to various Smart City SPV's in India.

	<ul style="list-style-type: none"> Product Presentation & Management, Version Control, Pre-sales, Marketing Strategy Formulation, Bid Management – Proactive and Reactive methods, Domain trend analysis, Customer research, Thought Leadership & Client/Stakeholder Management
Certifications and Trainings	Trained and Expert in Smart city Solutions and Integrations, Emergency Response Management System, Integrated Command & Control System, Solid Waste Management System, Intelligent Transit management System, Smart Lighting & Parking Systems, Integrated Workforce Management System, GIS Based Systems, Citizen Engagement Platform Systems, Core IoT Platform Systems.

ABB India Ltd., Bangalore July 2019- Present

Designation	Business Development Specialist
Roles and Responsibilities	<ul style="list-style-type: none"> Technical Promotions Specialist for Digital Portfolio in Electrification business for ABB India Ltd. Conducting Seminars and customer connect programs across India, for various channel partners in Digitalization of Industry 4.0. Technical Solutions Architect for Network Architecture for IoT & SCADA based platform solutions Solutions Architect for On-Premises and cloud-based platform solutions in ABB Ability platform, Cupa-Data Platform etc. Digital Transformation specialist for electrification products portfolio in ABB India Ltd.

EDUCATIONAL QUALIFICATION

Degree	Institute	University/ Board	Year	Percentage
PGDM	Xavier Institute of Management and Entrepreneurship	XIME	2014-2016	5.64/8.00 (CGPA)
BTech.	Gandhi Institute of Advanced Computer and Research	Biju Patnaik University of Technology	2008-2012	7.42/10 (CGPA)
XII	Chinmaya Vidyalaya	CBSE	2006-2008	75.6
X	D A V Public school	CBSE	2005-2006	79.8

INTERNSHIPS / TRAININGS / CERTIFICATIONS

<ul style="list-style-type: none"> Industrial Training in Mechatronics and PLC Programming at CITD (Central Institute of Tool Design), Hyderabad. “Automatic Embossing Module”, project at CITD (Central Institute of Tool Design), Hyderabad. Industrial Training in Control and Instrumentation, OCL India Ltd. (Cement Works). “Spy Robot with Night Vision”, completed RF module Programmed Project Under Vijayalakshmi Behera at GIACR Engineering College.
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ACHIEVEMENTS

Academic

- Secured Second prize in Operation Event at Christ University Bangalore's National level management festival in 2014.
- Secured 1st position for paper presentation, on "BRAINGATE SYSTEM", at national level tech-fest "GAJAJYOTI2010", held at J.I.T.M (Centurion University).
- Secured 1st position for paper presentation on "BRAINGATE SYSTEM", at national level tech-fest "ABHIYUDAYA2010" held at I.A.C.R engineering college (B.P.U.T).
- Secured 1st position for paper presentation on "REDTACTON TECHNOLOGY", at national level tech-fest "ABHIYUDAYA-2011" held at I.A.C.R engineering college (B.P.U.T).
- Received honorary shields for securing highest percentage marks in mathematics and physics in senior secondary examination, from Chinmaya Vidyalaya affiliated to CBSE.
- Represented D.A.V public school, at C.B.S.E INTEL science exhibition (circle, state and national) levels, at New Delhi, year-2006.
- Represented Chinmaya Vidyalaya at state level, "NATIONAL SCIENCE CONGRESS", year-2008.

EXTRA CURRICULAR ACTIVITIES**Sports**

- Attended the "COMBINED ANNUAL TRAINING CAMP" as a junior cadet in "NATIONAL CADET CORPS".
- Received "A" certificate in "NATIONAL CADET CORPS" (Navel Wing).

Cultural

- Published various articles, and poems in arts and science clubs at school level (undergraduate).
- Secured 7th position in all India "HOPE", quiz. And all Orissa 3rd position in district level quiz conducted by govt. of Orissa.

Other Information

- Participated in robotronics workshop at national level tech fest "TECHNOZION 2009" conducted by "TECHNOPHILIA" held at N.I.T Warangal (A.P).
- Participated in robotics event, in I.A.C.R college tech fest "ABHIYUDAYA".
- Presented paper on "NANOROBOTICS" in national level tech fest "TECHNOGRAIL", held at ANDHRA UNIVERSITY (Vishakhapatnam) A.P.

PERSONAL INFORMATION

Date of Birth	27 September 1990
Languages Known	English, Hindi, Oriya, Telugu, Bengali
Hobbies	Creative writing, Blogging, Philately, and numismatics.
Permanent Address	P V Srinath, C/o D SUSEELA, PRINCIPAL AKSHARA PUBLIC SCHOOL, Near NFCL Township, Rammohanraja Nagar, Kakinada – 03, Andhra Pradesh