

SNEHAL KAMBLE

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PROFILE OBJECTIVE

Savvy Solution Architect experience in analyzing and preparing Cloud based Solution including understanding the Requirement from the tenders, preparing the Solution, Commercial and Technical Documents, Co-coordinating with different teams and Converting opportunities into life time customer.

EDUCATION

Sr no.	Qualification	Percentage/SGPA	Year	Board / University	Institute Name
1	B.Tech. Computer Engineering	BE – 8.48	2019	Savitribai Phule Pune University, Pune.	Dr. D. Y. Patil Institute of Engg, Management and Research, Akurdi Pune
		TE – 7.13	2018		
		SE – 6.24	2017		
		FE – 6.68	2016		
2	HSC	70.92 %	2015	Maharashtra State Board	Jnana prabodhini, pradhikaran
3	SSC	82.55 %	2013	Maharashtra State Board	St. Ursula's higher secondary school

BE Aggregate – 7.09 CGPA

WORK EXPERIENCE

SOLUTION ARCHITECT

ESDS Software Solution Pvt. Ltd. – 2019-present

Worked on numerous Gov. opportunities, Enterprise cases to deliver innovative cloud solution pertaining majorly to cloud hosting, Disaster Recovery, BCP, Hybrid cloud Deployment, On-premise Deployment, Partner Collaborations, OEM Interactions, Colocation services, Managed Hosting solutions, Presentations.

- Analyzing and documenting Tender requirements, shared inputs and working on possible solution
- Considering the Guidelines and Audit and accordingly implementing scope of work and Division of Responsibility.
- Coordination with vendors and internal teams for Preparation of technical documents.
- Demonstrated Experience in delivering Techno Commercial Proposals to win projects.
- Analyzing the technology environment and Sizing understanding to propose the adequate quantity with minimum efforts.
- Suggesting recommendations and best practices
- Made Pre-sales technical presentations/demos to potential customers during Initial & deal closer phase.
- Successfully managed and won small to large/complex IT Outsourcing pursuits.

TECHNICAL SKILLS

- Experience in cloud Hosting and Data Center infrastructure
- Presales and Business Development
- Solution Consulting/Designing
- Partnered face to face with customers to close on solution requirements.
- Consolidated and analyzed field data and drove improvements into the product.
- Good understanding of networking and security
- Languages: basic of JAVA
- Knowledge of SQL

Projects

- Worked on and won multiple Indian Smart City Hosting Requirements with different SI, Application Vendors, OEMs and Partners.
- Worked on numerous RFPs with variety of compliance structures and specific requirements
- Worked on and won numerous Public Cloud, Government Community Cloud, VPC Requirements of Clients

CERTIFICATES

- Commvault Technical Sales Professional - CVTSP20
- NSE 1 Network Security Associate
- NSE 2 Network Security Associate
- Google Garage Digital Marketing Certificate
- Udemy Digital Marketing Certificate

PERSONAL SKILLS

- Good communication skills
- Leadership skills
- Quick Learner
- Team work
- Confident
- Optimistic

PERSONAL PROFILE

- DOB - 1st December 1997
- Marital Status - Unmarried
- Nationality - Indian
- Hobbies - Reading, Cooking