

XXXXXXXXXX (Full Name)

Phone: +91-XXXXXXXXXX | Email: XXXXXXXXXXXX@XXXXXX.XXX (Please write your personal email ID here)

SENIOR TECHNO-MANAGERIAL PROFESSIONAL – IT AND HARDWARE INDUSTRY

Summary

- ◆ A strategic thinker, intensely focused on growth, with the ability to plan sales and new business development initiatives for driving revenue and bottom-line results
- ◆ Associated with XXXXXXXXXXXX for more than two decades and presently serving as Director - Public Sector India
- ◆ Proven record of growing business in fast-paced environment across geographies, ecosystems and technologies
- ◆ Well versed with IT solutions services for smart cities
- ◆ Broad based technical knowledge and experience of IT solutions that leverage Intel's technology leadership in servers and clients
- ◆ Strong knowledge of Data Center, Cloud, IT & Hardware Ecosystem, Sales Segments (Enterprise, Large Accounts, Tenders & Manifestos), Partnership Development, & Customer Experience – OEMs, end customers
- ◆ USP - vast network at top management level in Public Sector and Govt organizations
- ◆ US Patent Owner: XXXXXXXXX, Method, System, & Program for constructing a packet
- ◆ Member Beta Gamma Sigma Society
- ◆ Recipient of several Intel Divisional Awards
- ◆ Targeting a leadership assignment, preferably a Customer facing role, with a renowned growth-oriented organization in IT and Hardware industry

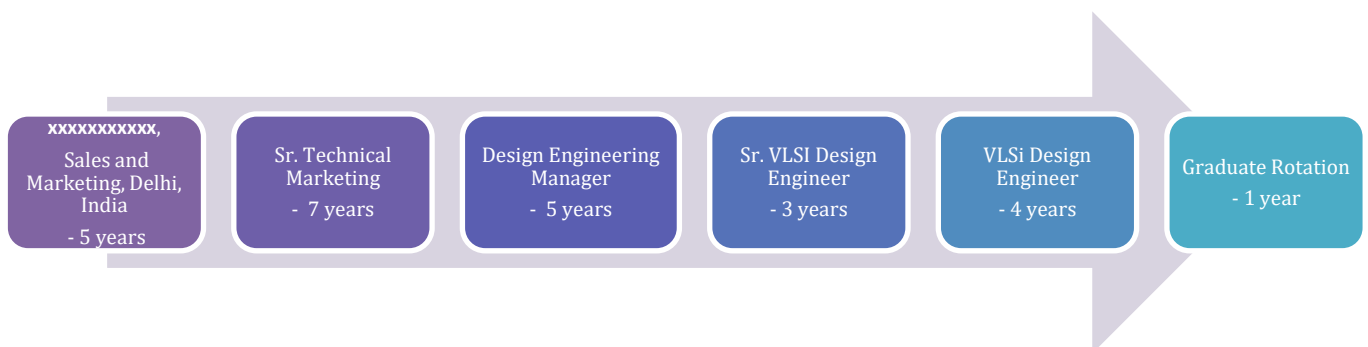
Areas of Expertise

- ◆ P & L Management
- ◆ Strategic Planning & Execution
- ◆ Large Contracts Acquisition
- ◆ New Business Development
- ◆ Key Customer Relationship Management
- ◆ Eco-system & Partnership Development
- ◆ Operations Management
- ◆ Team Building & Leadership

Academics

- ◆ MBA with Beta Gamma Sigma Honors from XXXXXXXXXXXX in 2010
- ◆ Bachelors of Science in Electrical Engineering from XXXXXXXXXXXX in 1993

Growth Milestones and Experience Highlights



- ◆ Spearheaded Public Sector business and grew this segment phenomenally over the years
- ◆ Developed India strategy and played a key role in shaping processes to drive alignment across groups
- ◆ Managed SA operations across segments, consumption business and billing revenue
- ◆ Owned Server Marketing Programs for Asia Pacific Region including Japan
- ◆ Provided customer support to MNCs and OEMs - IBM, Dell, HP, Google, Oracle, Cray and ODMs in Taiwan
- ◆ Cluster Lead on chipset design and InfiniBand Bridge Host Channel Adapter design
- ◆ Worked closely with the architects on defining the product, defining and documenting the micro architecture specifications, VHDL coding and validation
- ◆ Bus Controller Unit Owner for processor (code named Coyanosa, based on Strong Arm 2 architecture), responsible for bus definition, micro-architecture and testing, researching and implementing ECC algorithm, VHDL coding, Logic Validation, Synthesis, Performance Validation
- ◆ Owned the PXBUS specification including driving cross-site engineering definition and documentation
- ◆ Owned the transaction layer unit of Hublink interface. Wrote the Micro Architecture Specification, designed the unit from a developing architecture spec
- ◆ Unit owner for products like E3G and Intel® 80386EX
- ◆ Developed training materials for customers
- ◆ Have been primary internal/external point of contact for various technical/ non-technical issues in different roles