



Anand Prakash

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SUMMARY

Techno-functional professional **with a proven track record in delivering successful Technology projects and driving digital transformation.** Possessing a strong foundation in project management, network operations, and cybersecurity, I excel at collaborating with diverse stakeholders to implement innovative solutions. With a deep understanding of emerging technologies and a focus on operational efficiency, I have consistently delivered measurable results across various industries. My experience in exploration & testing of emerging technology like AI and IoT in a retail setting, coupled with my ability to manage complex projects, positions me as an asset for achieving strategic objectives.

EDUCATION

B. Tech. in Instrumentation & Control Engineering

Manipal Institute of Technology, Manipal

Jun 2015

CERTIFICATION

Ethical Hacking (IIT Kharagpur)

Gained proficiency in computer networking, Nmap, and security concepts.

May 2023

SKILLS

Technology Management, Digital Transformation, Network Operations, Program Management, Cloud Concepts

PROGRAMMING & SOFTWARE

Python, SQL, Bash, VMware, VirtualBox, Linux, Nmap, Trello, Gemini, Copilot, ChatGPT

PROFESSIONAL EXPERIENCE (As per relevance, not in chronological order)

1. Senior Associate – Startup Engagement & Tech Initiatives, National CoE

Sep 2020 – Oct 2021

About National CoE: National CoE (National Centre of Excellence for Cybersecurity Technology Development and Entrepreneurship) is a joint initiative between MeitY (Ministry of electronics & IT) and DSCI (Data Security Council of India), an industry body on data protection in India, setup by NASSCOM.

Website: <https://www.n-coe.in/>

- **Cybersecurity Startup Program Management:** Managed the incubation and acceleration program for cybersecurity startups, including GTM strategy, pilot opportunities, and pitch deck development. This experience demonstrates my ability to oversee project implementation across various stages.
- **Cybersecurity Technology Evaluation:** Evaluated and selected startups based on their technology solutions, showcasing my understanding of network security, system security and data security.
- **Communication & Stakeholder Engagement:** Managed relationships with startups, investors, and industry partners, highlighting my strong interpersonal and business partnering skills.
- **Monitoring & Management of Lab Usage:** Managed & monitored National CoE Lab resources, including devices like Nvidia HPC, Arduino and Raspberry Pi and IoT target devices utilizing skills in Linux.

2. *IoT Delivery Manager, Tata Projects Limited*

Dec 2019 – Aug 2020

Tata Projects is one of the fastest growing industrial infrastructure companies in India with turnover of \$ 1.65 B (2022) and 6,000+ employees.

- **IoT Solution Assessment and Testing:** Evaluated and tested 10+ IoT solutions using technologies like NB-IoT, LoRaWAN, Active RFID, and Bluetooth wearables, demonstrating proficiency in Telco Networking and IoT (Internet of Things) platforms.
- **Project Management & Communication:** Managed a team of tech vendors and subject matter experts, showcasing strong engineering and project management skills. Successfully pitched solutions to stakeholders, highlighting excellent written and verbal communication.
- **Problem-Solving & Innovation:** Led the evaluation of energy-saving solution for a co-working space, utilizing IoT technology to achieve a 7-8% energy reduction.

3. *Senior Executive – Open Innovation, Tathastu (Future Group)*

Mar 2019 – Oct 2019

Tathastu is the data and technology arm of Future Group, A premier retailer in India operating ~2000 stores and multiple e-commerce platforms with a turnover of \$ 5.23 B (2019) and 75,000 employees.

- **Technology Exploration & Application in Retail:** Conducted pilot projects with technology startups offering facial recognition and deep learning AI solutions, showcasing understanding of emerging technologies and their practical applications.
- **IoT Solution Implementation:** Successfully deployed an IoT solution to optimize energy consumption in a retail setting, achieving an 18% reduction demonstrating understanding of networking and cloud in a retail setup.
- **Technical Communication & Collaboration:** Evaluated startups, conducted pilots, and facilitated MOUs with incubators, highlighting ability to communicate technical concepts and build collaborative partnerships.

4. **Additional Relevant Experiences:**

- **Pooja Engineers (Aug 2016 – Jan 2019):** Led the project of connecting rural villages to high-speed internet infrastructure, demonstrating my experience with network operations and infrastructure management.
- **Mazatron Enterprise (Part-Time, Oct 2011 – May 2014):** Managed the development of over 200 robotic kits, showcasing my technical skills and ability to manage complex projects.

OTHER EXPERIENCES

1. *International Business Strategy (Freelance), Namaste Global*

Mar 2024 - Jun 2024

Namaste Global is a firm specializing in facilitating US market expansion for innovative Indian companies. They equip businesses with the necessary strategies, resources, and on-the-ground support to navigate the complexities of entering and thriving in the US market.

During my time as a freelance consultant at Namaste Global, I gained valuable experience in supporting their client success and business development initiatives in the Indian market.

Key Responsibilities

- **US Expansion Strategy:** Collaborated with the Namaste Global team to develop strategic plans to help Indian companies successfully expand into the US market.
- **Client Success:** As the primary point of contact for Namaste Global's clients in India, I managed their success by ensuring their needs were met and exceeding expectations.
- **Lead Generation:** Actively targeted and qualified prospective clients in India, showcasing the value proposition of Namaste Global's services and identifying potential partnerships.

- **Brand Awareness:** Crafted engaging social media posts to improve brand awareness for Namaste Global amongst the target audience.
- **Sales & Marketing Support:** Assisted in creating compelling presentations (PPTs) to highlight Namaste Global's capabilities and value offerings to potential clients.
- **Business Model Analysis:** Supported the optimization of Namaste Global's business model to ensure cost-efficient US market expansion for Indian companies. This involved ongoing analysis and development, with a focus on making pricing and service costs work for the Indian market.

2. *Creative Associate, Byju's (Think & Learn Pvt Ltd)*

Jun 2015 – Jan 2016

- **Ed-Tech Product Development:** Developed educational animations and simulations using tools like Javascript expressions and Adobe After Effects by utilizing my programming skills and creative problem-solving approach.

CONFERENCE ATTENDANCE

- Attended AWS awesome day online conference, Jul 2024
- Attended Annual Information Security Summit (AISS) 2020, NASSCOM-DSCI, Dec 2020
- Attended UnPluggd 2019 Summer Edition, The Largest Start-up and Product Conference, NextBigWhat, Apr 2019