HARISH SUBRAMANIAN

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EDUCATION

Post Graduate Program in Advanced Business Analytics (PGPABA)
Indian Institute of Management Ahmedabad | 2025 – 2026
Relevant Courses: Statistics for Business, Machine Learning, Business Strategy, Data Visualization, Predictive Modelling, Strategic Management, Financial Analytics

Bachelor of Technology, Computer Science & Engineering
Amrita Vishwa Vidyapeetham | 2017 – 2021
Relevant Courses: Data Structures, Database Systems, Operating Systems, Software Engineering, Computer Networks, Machine Learning, NLP, Deep Learning, Cloud Computing, Software Design Architecture, SDLC

SKILLS

Technical & Cloud Infrastructure: Data Protection, Virtualization, SaaS, Azure, Cyber Recovery.
Project Management: Agile, Scrum, Solution Design, Stakeholder Management, Power BI, Storytelling.
Strategic & Analytical: Market Research, Competitive Analysis, ROI Modelling, Business Case Development.

CERTIFICATIONS

- **Microsoft:** AZ-900, AZ-104, DP-605
- **ISC2**- Certified Cloud Cybersecurity
- **Google**: Foundations of Cyber Security
- **Oracle**: AOCI24, OCI-AI-2024
- **Service Now**: Agentic AI Basics
- **Linux**: Fundamentals of Linux Command
- **Commvault**: Certified Professional, Solution Architect, Engineer – (Sept 2023- present)
- **Dell:** ISMv4, DPMv1, Networking, Cyber Recovery Specialist, Cloud Architect, Implementation Engineer (Jan 2021-Sept 2023)
- **Python:** Python for Data Science by Udemy, Python and R in Data Science by Udemy -Deep Learning Specialisation by Coursera.

PROFESSIONAL EXPERIENCE

Inside Sales Engineer (ISE) | Commvault Systems Inc   Sept' 2023 – Present | Bangalore, India

- Designed & delivered 50+ enterprise backup solutions, driving $12M+ pipeline revenue.
- Led 20+ POCs, cutting cycle time by 20% through process improvements.
- Created CXO-ready presentations, contributing to 120% FY24 revenue attainment.
- Supported RFP/RFI responses, improving proposal win rate by 15%. Delivered live product demos, increasing conversion rates from evaluation to purchase.

Solutions Architect | Dell Technologies   May' 2021 – Sept' 2023 | Bangalore, India

- Supported 70+ enterprise accounts with solution design & configurations, influencing $5M+ revenue.
- Delivered 150+ technical demos/workshops, boosting deal closure rates. Aligned product solutions with customer needs, reducing rework by 30%.
- Managed customer profiles & documentation, improving satisfaction scores 10% YoY.

Associate Sales Engineer Analyst Intern | Dell Technologies   Jan' 2021 – May' 2021 | Bangalore, India
- Engineered comprehensive backup solutions and environmental power calculations and assessed the USPs of competitor offerings, achieving a 100% QA score with consistent work quality.

PROJECTS

- **Network Analysis:** Performed analysis on the OSM Network X dataset to identify the centrality measures for the city of Bangalore, to identify the potential choke points leading to Bangalore traffic.
- **Sentiment Analyzer (NLP):** Led development of a tool to analyze feedback and generate sentiment scores using Python, NLTK, Django, Node.js.
- **Text Summarizer (NLP):** Developed a keyword-based summarizer for live Twitter feeds on COVID-19 using Python, NLTK, and Twitter API.

LEADERSHIP & INVOLVEMENT

- **POC Factory Business Process Optimization**: Contributed to creating and streamlining POC strategies using survey tools to improve efficiency and reduce duration. Overall Process time optimized by 20% increasing the revenue generation process.
- **SharePoint Site Admin**: Managed and updated internal SharePoint site for business continuity and documentation, for strategic GIS process streamlining for better stakeholder reports.
- **Dell Technologies Proven Professional Knowledge Sharing Competition**: Co-authored '*A Beginner's Handbook to DevOps*', exploring different software development and DevOps methodologies.
- **IEEE Publishments**:
  - Published Paper on "Rural Income Generation and Alcoholism in Rural Villages of India" as part of Live in Labs I.
  - Published Paper on "Case Study on Co-design Methodology for Improved Income Generation Solutions for Rural Community in India" as part of Live in Labs II.

Harish Subramanian (Recent Photography)