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| Subin Kallidumpil  “When was the last time you did something for the first time” -- Anonymous  “Much to learn you still have” – Master Yoda | | A person smiling for the camera  Description automatically generated with medium confidence |
|  | |  |
| Emailsubin\_lucky25@yahoo.co.in | Signal+44 7586977855 | |
| https://www.linkedin.com/in/subin-kallidumpil-1528ab26/ | Map with pinWatford, United Kingdom | |

# **Employee BadgeGOALS AND OBJECTIVES**

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| Learning has always been a passion. I have found this passion converting into work while doing consulting for my clients.  I strive to bring value and understanding of the technology to the conversations. | |
| * 13 plus years of experience in Network Presales, Datacentre technologies, SD-WAN, SD Access & Network Designing * Pitching Automation Solutions centred around Ansible, Netbrain and NetBoT (HCL Automation Platform) | * Diverse experience across Switching, Wireless, WAN and Multi Cloud Networking * Currently perusing AWS and GCP Advanced Networking Certification |

# **RibbonSKILLS**

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| Cloud Technologies | Core Areas | Working Knowledge |
| * IaaS on Public and Private Cloud | * SD-WAN, SD-Access, Wireless | * SASE |
| * Private and Hybrid Cloud | * Datacentre Networks | * Cloud Security Solutions |
| * Multi Cloud Networking | * Network Consulting | * Python and Ansible |
| * Network Migrations for AWS and Azure | * Enterprise Network Design |  |
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# **Open BookCERTIFICATIONS AND TRAINING**

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| * CCNA and CCNP Security Certified (Expired) | * Aviatrix Multi-Cloud Networking – Associate |
| * AWS Associate Certified | * CCIE Security Written Certified (Expired) |
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# **ListWORK ENGAGEMENT AND EXPERIENCES**

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| Current scope of engagement and interest has been over Software Defined WAN, LAN, Wireless, SD-DC, Cloud Technologies (Multi-Cloud Networking), Adoption Methodologies and Automation. |
| * **Leading the Network Pre-Sales** engagement for EMEA and APAC region and handling team of 4 people |
| * Assist in the global sales of Software Defined products and projects by demonstrating the products, structuring solutions, and supporting bids |
| * Work closely with product management and feedback regional trends, any perceived gaps and assist with product roadmap and strategy |
| * Develops and manages relationships in strategic markets and accounts including building customer networks, especially with C-levels and senior executives |
| * **Cost Benefit Analysis and creating business case** for technology proposed and present to IT Heads * Presenting the **Product and Network Services to CXOs and IT Leaders** addressing specific needs in their organization * Well-versed with **pre-sales activities involving requirements definition**, designing Software defined Environment based on **Cisco/HPE/Aruba/Silver Peak/VeloCloud/Versa Solutions**. Expertise in tapping prospects; ability in designing the overall setup in any organization * Demonstrated excellence in **steering consulting assignments like interacting with clients, managing client challenges, providing client solutions, and managing large organizational changes** * Conversant with Enterprise Networks, Datacentre, Wireless, Application delivery Solutions & Virtualization; **SD-WAN (Citrix/Cisco/Silver Peak/Velocloud), SD-DC( ACI/NSX) and SD-Access( Campus)** * Recognized for tackling challenging issues and delivering innovative solutions that enhance functionality and end-user productivity while meeting clients' budget and time constraints. |
| * Gaps analysis with existing Infrastructure and IT benchmarking for industry best practices |
| * Conducted Automation workshop and able to sell the Automation solutions to largest Pharma Customer, Engine Manufacturer and Finnish Forest industry company |
| * Manage, Build and Respond to Multi Technology RFPs with TCV of >$50M |

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| HCL Technologies **Ltd (**Based in Watford, UK ) | {April 2017 – Present} |
| **Deputed in UK Since JULY 2021**  **Lead Evangelist EMEA (Current Role)** | **Practice Evangelist (Network)** |
| * Leading Network Pre-sales engagement for EMEA and APAC * Consulting and Architecture Design for industry specific solutions | * Consulting on Network Technologies (SDN and SDWAN) |
| * Architecting Datacentre, WAN, LAN , Wireless Solutions | * Network audit and assessment |
| * Outcome based Consulting workshops | * Work with Sales team to respond to RFI/RFP and present Solution to customer in Solution defence |
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| **IBM India Private Limited** | {October 2016 – April 2017} |
| **Network Architect** |  |
| * Consulting on Private cloud adoption * Architecting networks of Private Cloud components * Preparing BoQ, Infrastructure Assessment and consulting for enterprise WAN, Datacentre Networks, capacity planning and presenting future roadmap and gap-analysis | * Pre-Sales for Network and Security solutions * Technical Lead for all Network and security products |
|  | |
| **Dimension Data India Pvt Ltd (Contract Employee for initial 2 Years on Payrolls of Sequel Mynd Solutions Pvt Ltd)** | {July 2012 – September 2016} |
| **Consultant- Network Infrastructure** |  |
| * Render Pre-sales and design assistance for LAN, WAN, DC and Application delivery solution to Enterprise Clients, Public Sector, Retail, FSI and Telecom Vertical * Assessment and consulting for enterprise WAN, Datacentre Networks, capacity planning and presenting future roadmap and gap-analysis * Document the network design , preparation of HLD Document and approving Low Level Design * Conduct POCs/Demos /Workshops/Trainings for the complex solutions | * Designed and Implemented ACI for Largest Telecom in India * Performed Datacentre Migration for BPO Client * Key member of team involved in IPv6 assessment and workshop for a various customers in BFSI segment |

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| **HCL Technologies Ltd**  **Cisco TAC Engineer (Security Specialist)** | {November 2010 – June 2012} |
| * Engaging with US based Client's and providing L3 technical assistance to customers on Cisco ASA Products * Providing Configuration and troubleshooting assistance for clients. * Creating the document around best practices for deploying the ASA Firewall and knowledge base * Below mentioned keywords were handled in Cisco TAC * Basic/Advanced ASA configuration * Access control and Network Translation | * Modular Policy Framework (Inspection Engine) * Advance firewall features (Transparent Firewall, Multiple Context and Failover) * VPN (IPSec Site-to-Site VPN, Remote Access VPN) |

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| **Datacraft India Ltd (On Payrolls of Sequel Mynd**  **Solutions Pvt Ltd)**  **Trainee Engineer** | {September 2009 – October 2010} | | |
| * Conducting POC for Enterprise Client’s. * Creation of Bill of Material of Cisco Network Equipment’s * Participate actively in client Interaction | * Participate actively in client Interaction * Preparation of the technical proposal for RFP and Scope of Work | | |
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# **Books on ShelfEDUCATION**

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| Bachelor of Technology | Cochin University of Science and Technology | 2008 |
| XII | Ryan International School, Delhi | 2004 |
| X | Mother Teresa Public School, Delhi | 2002 |

# **FootprintACTIVITIES**

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| * Traveller and a Foodie on a Cycle | * Enthusiastic Badminton Player | * Passionate Cricket Player |