VIJAYAN

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Introduction

Having been in the Information Technology industry 15 years +, I have been exposed to various roles and responsibilities. During my tenure of these roles I have had the privilege to work with a wide range of ex co-workers and clients. I have engaged with CxOs for technical presentations and have participated in technical seminars and events as a speaker. I am a very structured and results driven services and business leader who is able to lead a team of sellers, consultants and engineers towards success and profitability. Well experience in project budgeting to ensure projects are delivered within scope and timelines.

I have also spearheaded launch of new services and solutions with applied innovation and creativity to fuel success for the business units under my care. As part of that ownership, I have also worked to build a strong partner eco-system in the last 3 organisations, including the current one that I am working for.

Business Skillsets

P&L Management	IT Strategy	Team Leadership	Vendor Management	Strategic Planning
Cross-Functional Leadership	People Management	Public Speaking	Strategic Negotiations	Change Management

Key Strengths

- Driving Digital and Strategic Transformation Projects and Directions
- Building teams and steering them to success in the respective goals or organizational directions
- Conducting technical and business presentations to achieve the needed confidence to embark
- Having meaningful conversations with CxO level and Business Decision makers
- Ensuring the profitability of a business in terms of projects, resources, operational expenses.

Technical Hands on Experience

- Microsoft Active Directory, Microsoft Exchange, Microsoft SharePoint, Microsoft Hyper-V
- Microsoft Azure (IaaS), Microsoft Office 365, Microsoft EM+S, StorSimple
- Microsoft PowerBI, Power Automate, Microsoft TEAMS
- Firewalls, Wireless APs, and Anti-Spam Devices
- VMWare & Storage
- AWS
- Software Assets Management

February 2019 – Present | Practice Lead | Insight Technologies Solutions

Responsible for the services budget of more than 1.6 million with a team of technical consultants, architects, project manager and technical sales. Working closely with our marketing department to strategize new go to market offerings. Successfully lead the service team to be awarded the Microsoft Singapore Security and Compliance Partner of the Year (2019)

- Building out Microsoft Azure competency and expanding into Business Applications services
- Overseeing the billable hours, pipeline forecast, billing forecast and net new opportunities
- Led demos, whiteboarding and architecture discussions with clients around latest technologies
- New Technologies focus Microsoft Azure DC Assessment, Microsoft Azure WDV, Microsoft Security Stack, Microsoft Power Platforms, Valo, Nintex, Checkpoint, Varonis, Microsoft TEAMS

September 2016 – January 2019 | Head of Cloud Practice | Insight Technology Solutions

Responsible for the services budget of more than 1 million with a team of technical consultants, architects. Successfully built out a Partner to Partner ecosystem to support the expansion of our services offerings. Successfully lead the service team to be awarded the Microsoft Singapore Modern Workplace Transformation and Security and Compliance Partner of the Year (2018)

- Strategized to expand service competencies to include security capabilities and cloud compute
- Built a successful Microsoft Security (EM+S) capability delivery team
- Expanded services team to also deliver PMO services for projects with a proper structure
- Worked closed on Citrix, Checkpoint, Cisco, Microsoft Office 365, Nintex, DocuSign, LiveTiles, VMware, Microsoft Exchange, Microsoft SharePoint, Microsoft SCCM and Microsoft TEAMS
- Led demos, whiteboarding and architecture discussions with clients

September 2014 – September 2016 | Solutions Manager | Insight Technology Solutions

Hired to build the first cloud services team in Insight Singapore focused on Microsoft Office 365 workload and other infrastructure services. Successfully lead the service team to be awarded the Microsoft Singapore Modern Workplace Partner Of The Year (2016)

- Built competencies around Exchange Online, SharePoint Online and Skype For Business
- Successfully built a technical team to deliver services in-house
- Conducted multiple events and seminars at Microsoft Singapore around Office 365
- Led architecture, presales, and demo discussion with clients from senior to C-Level
- Led services team to win Microsoft Modern Workplace Partner of the year

December 2012 – August 2014 | Business and Solutions Manager | ALFA Connections

- Responsible for the technical and sales team members in the organization, 20 staffs
- Carried a services quota of 600K to ensure growth of services team and sales team
- Led and successfully on-boarded ALFA Connections and a Microsoft Managed Partner
- Successfully built competencies around Microsoft Office 365 and SharePoint Online
- Built a successful IT in-source model with various clients to support their needs.
- Led multiple workshops and events at Microsoft Singapore revolving around Office 365
- Engaged with C-Level and Senior Management clients on Office 365 with demos and architectures

December 2009 – December 2012 | Solution Consulting Manager | LYV Connections

- Led and managed a team of 10 technical consultants focusing on Microsoft Technologies
- Responsible for service billable work and sustainability of the team
- Led whiteboarding, demos, architecture discussions to senior and C-Level clients
- Built competencies around Microsoft BPOS, Exchange, SharePoint and infrastructures.
- Conducted workshops and seminars at Microsoft Singapore in joint events

August 2008 – November 2009 | Solution Consultant | Cavu Corp

- Responsible for presales, architecture, proposals, demos of infrastructure related engagements
- Led a 1Mil Novell Netware, IBM Lotus Notes, NetApp Storage Implementation tender and secured it
- Solution Architect for the Microsoft Technologies & Collaboration Team which was formed
- Worked with Microsoft AD, Exchange, DFS, Cisco, Juniper, WatchGuard, Checkpoint, IBM Lotus Notes, Barracuda, NetApp, IronGate, Barracuda, Novell Netware, Linux, CA ArcServe, Symantec

Dec 2007 – June 2008 | Wintel Administrator | UBS Bank

- Part of a Wintel team supporting APAC, EMEA and USA on Windows Server support
- Executed pre and custom-built scripts to migrate profiles, file shares and server administration
- Worked closely with Virtualization Team and Storage Team for patch management

July 2007 – Dec 2007 | Wintel Administrator | HP – Ministry of Law Singapore

- Wintel Lead for administering of 40 Windows and Linux servers at Ministry of Law
- Conducted Windows Servers DR with application restoration and cold site
- Responsible for server side patches, security deployments and capacity planning
- Worked with Microsoft AD, IBM Lotus Notes, HP OpenView, Checkpoint, HP Backup and LAMP Stack

April 2006 – June 2007 | Associate Consultant | BT Frontline Technologies

- Team lead of a 4 member team running end user and server side support for KKH Hospital
- Microsoft Active Directory, CA UniCenter, IBM Lotus Notes and Infrastructure related technologies
- Managed team members schedule and reports to be submitted to Service Delivery Manager

February 2005 – 2006 | Senior Trainer | IT Enabler

- Conducted MCSE 2000, 2003, CompTIA A+, CompTIA Network+ courses for all senior administrators
- Guided junior trainers and managed training schedules
- Built practical labs to be consumed during training sessions

February 2004 – 2005 | Trainer | IT Enabler

- Conducted CompTIA A+, CompTIA Network+ courses for all level of trainees
- Built practical labs to be consumed during training sessions
- Maintained internal Information Technology systems

Education & Certification

- Bachelor's Degree in Information Technology (University of Newcastle Australia)
- ITIL v3 Certified
- Microsoft Certified Professional
- CompTIA Security + Certified Professional