

# NITIN SHARMA

Senior Solutions Consultant

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## SUMMARY

- I am a seasoned solutions consultant with over **14 years of experience in Tech Pre-Sales, software development, and training.** **10-time Microsoft MVP** awarded.
- Managing the **pre-sales process** from **Request for Proposal (RFP)** responses through tailored product demonstrations and proposals.
- Positioning Infragistics competitively against other **BI Tools, low-code and UI builders.**
- Strong experience in **Analysis, Design, Development, Deployment, Maintenance, warranty** and enhancement support of Enterprise, Windows, Web, Mobile, and **Cloud applications** spanning domains like **Retail, Supply Chain, Consulting, IOT, Finance, and Education.**
- Technical Trainer** for the **SaaS-based Software** to explain and train the end customer/user on **Go-to-Market Enablement.**
- Excellent understanding of the functioning & decision-making processes involved in business development, considerable deal restructuring, **consultative selling, solution selling**, and building key customer relationships.

## SKILLS

Enterprise SaaS Pre-Sales, Solutions Consulting

RFP to POC

Problem Solving

Adaptability

Microsoft Tech Stack (C#, .NET, .NET Core)

AI, Generative AI and AI Agents SaaS Products

SaaS or Tech Product Demonstrations

Technical Documentation

Team Collaboration

Product Development

Web Development (Angular & React)

Public Speaking

## EDUCATION

**Jaipur National University (Rajasthan)**

Master of Computer Applications (MCA)

**Jamia Hamdard University (Delhi)**

Bachelor of Computer Applications (BCA)  
2007-2010

**Amity University (Noida - Uttar Pradesh)**

Post Graduate Diploma in Blockchain Technologies & Management.

# PROFESSIONAL EXPERIENCE

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## Infragistics Inc.

Solutions Consultant | Sep 2019 - Present

As a global Pre-Sales and Solutions Consultant, I partner with System Integrators (SIs), Enterprises, Captives, and SMBs to design, develop, and implement modern analytics, UX, and embedded BI solutions powered by Infragistics products – Reveal BI, App Builder, and Ignite UI.

### Pre-Sales & Customer Success

- Serve as the single point of contact (SPOC) for enterprise accounts – managing all technical solutioning, proposals, and demos.
- Deliver 100+ technical presentations, workshops, and training sessions for customers, partners, and internal enablement.
- Collaborate with Product Managers and Sales to translate customer insights into actionable roadmap items and enhancement requests.
- Build and maintain strong client relationships, ensuring customer satisfaction and reflecting the “Voice of the Customer” in solution delivery.
- Support migration and modernization initiatives for enterprise clients across BFSI, Manufacturing, Telecom, and Insurance sectors.

### Consulting & Architecture

- Architect and deliver end-to-end analytics, visualization, and modernization solutions across Web, Mobile, and Desktop platforms.
- Collaborate with global SIs including TCS, Wipro, Cognizant, Infosys, and Persistent to define solution blueprints and technical roadmaps.
- Lead RFPs, solution design, PoCs, and migration projects, ensuring alignment with client enterprise architecture and technology strategy.
- Map business requirements to scalable technical architectures and provide documentation, estimation, and implementation guidance.
- Evaluate emerging technologies and recommend frameworks and best practices for enhanced performance and ROI.

### Product Evangelism & Strategy

- Evangelise Infragistics solutions at developer conferences, webinars, and meetups – highlighting Embedded BI, UX modernisation, and low-code innovation.
- Partner with the Marketing and Product teams to align positioning with market trends, competitor analysis, and partner strategy.
- Conduct product research and competitive benchmarking to identify innovation opportunities and differentiation strategies.
- Collaborate cross-functionally with Engineering, Product Management, and Customer Success teams to execute product roadmaps and deliver value-driven outcomes.

### Key Achievements

- Accelerated adoption of Infragistics' BI and UI products across 30+ enterprise and SI accounts through customized solution consulting.
- Successfully led multi-platform modernization projects (e.g., Windows → Web, Web → Mobile) for top clients like Allstate, RBS, Deutsche Bank, Morgan Stanley, Ericsson, and Target.
- Enabled double-digit revenue growth by optimizing solution delivery and pre-sales engagement processes.
- Recognized internally for thought leadership and technical evangelism, driving awareness through talks, webinars, and industry meetups.

## Tutorials Link

Founder | Jan 2018 - Sep 2019

Built and scaled a thriving technology community platform connecting businesses, institutions, and professionals. Directed the full lifecycle from conceptualisation to execution, including product development, strategic partnerships, and CXO-level engagements, establishing the platform as a recognised bridge between technology providers and knowledge seekers.

- Spearheaded product roadmap design and execution, leading to rapid platform growth and active community engagement.
- Forged strategic partnerships with key industry stakeholders to expand reach and credibility.
- Drove multi-stakeholder collaboration and technical evangelism, enabling organisations and developers to address real-world challenges together.
- Championed innovation and knowledge sharing, creating impactful platforms that empowered professionals and organisations to thrive.

## **MCN Solutions Pvt. Ltd.**

Sr. Lead Training and Tech Evangelist | Sep 2015 - Dec 2017

I joined MCN Solutions as a Sr. Lead for Training and Technical Evangelism, where I led initiatives for C# Corner, one of the most prominent developer communities globally, with a strong presence in India. C# Corner serves millions of developers through content, conferences, and community programs.

### **Key Responsibilities and Achievements:**

- Owned the end-to-end evangelism strategy for C# Corner's developer engagement, including content, community events, and outreach programs.
- Actively contributed to technical pre-sales conversations, working closely with clients and sponsors to align their brand goals with targeted developer outreach through conferences, webinars, and campaigns.
- Facilitated B2B and B2C brand growth by designing community marketing campaigns for Microsoft, Telerik, Infragistics, and other tech brands – boosting their visibility within the tech ecosystem.
- Regularly hosted and moderated client-facing sessions, developer summits, and technical webinars, acting as the bridge between product owners and developer communities.
- Helped position C# Corner as a go-to platform for developer recruitment, product feedback, and lead generation, adding value to sponsors and tech startups.
- Delivered training on Microsoft technologies and soft skills, helping hundreds of professionals and students prepare for real-world roles in tech.

This role sharpened my consultative selling, stakeholder communication, and technical advocacy skills, laying a strong foundation for my future in pre-sales solution consulting, community-led growth strategies, and enterprise sales enablement.

## **S. O. Infotech Private Limited.**

Software Developer | April 2011 - Sep 2015

As a Software Developer at S. O. Infotech, I was responsible for designing, developing, and deploying enterprise applications using Microsoft technologies. I contributed across the full software development lifecycle, working on scalable solutions and independently managing key project modules.

### **Key Responsibilities:**

- Designed algorithms and flowcharts, turning business requirements into reliable software solutions.
- Developed clean, efficient, and maintainable code using C#.NET, WPF, ASP.NET, ASP.NET MVC, RESTful APIs, Web Services, and WCF.
- Integrated third-party components and services into client applications.
- Conducted unit testing, deployment, and debugging of complex systems and legacy upgrades.
- Led troubleshooting efforts and implemented performance enhancements for mission-critical applications.
- Gathered and analysed user feedback to recommend iterative product improvements.
- Created comprehensive technical documentation for project tracking and stakeholder alignment.
- Trained and mentored new team members, promoting knowledge sharing and development best practices.

### **Impact & Highlights:**

- Independently handled project modules that directly impacted delivery timelines.
- Played a key role in maintaining and enhancing client satisfaction through continuous improvements.
- Strengthened the team's technical foundation by facilitating internal sessions on coding standards and architecture design.

This role laid the foundation for my career transition into client-facing roles, helping me understand the importance of aligning technical solutions with business objectives.

## **Core Skills & Keywords**

Pre-Sales Engineering | Solution Architecture | Embedded BI | App Modernization | Data Visualization | Customer Success | RFP Response | Product Evangelism | System Integrator Engagement | Enterprise Architecture | Reveal BI | App Builder | Ignite UI | UX/UI Modernization | Technical Consulting | Competitive Analysis | Technology Evaluation | Training & Enablement

# TECHNICAL COMMUNITY CONTRIBUTION

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## Technical Author

Tech Blogger | 2014-2025

- Published 200+ Technical Blogs and Articles
- Published 3 E Books on Microsoft Technologies with C# Corner

## Public Speaker

Tech Talks - International Conference Speaker | 2014-2025

- 50+ Tech sessions in Different engineering colleges and Universities.
- Speaker at 10+ International Tech Conferences.
- Hosted 50+ Local Meetups
- Hosted 100+ Free Tech Webinars
- Helped more than 50K freshers to onboard in tech companies.

# AWARDS

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## Microsoft Most Valuable Professional (MVP) Award – AI & Web Development

Microsoft | 2015-2025

Honoured by Microsoft for **10 consecutive years** for outstanding technical expertise and community leadership in **Artificial Intelligence** and **Web Development**. Recognized for driving innovation, mentoring developers, and fostering global tech communities through knowledge sharing and adoption of Microsoft technologies.

## C# Corner MVP (Most Valuable Professional)

C# Corner | 2014-2025

Recognised as a **Most Valuable Professional (MVP)** by **C# Corner**, one of the world's largest developer communities, for outstanding contributions in technology, knowledge sharing, and community leadership. This award highlights my impact as a **Technical Evangelist** and **Community Leader**, fostering innovation and collaboration in the global tech ecosystem.

## IEA (Indian Education Awards)

Tech Pro Labz | 2019

Honoured by TechProLabz for outstanding contributions to Indian educational institutions through free guest lectures, tech talks, and workshops.

Nitin Sharma

Date: