# Ravi Jain Email : ladboy.ravi@gmail.com

**Manager Pre-Sales** Mobile : +91 9167252202

**ABSTRACT**

Packet-Core/VAS-Services/BSS Planning/Design/Pre-Sales Telecom Professional with 8+ yrs of experience.

(Objective: Seeking a position of Senior Manager in IT/Telecom Industry)

Proven expertise in: RFP Reviews⦁ Designing Product Life cycle ⦁ Planning Packet Core⦁ Business & Functional Analysis

* An extremely experienced, talented and skilled professional with diverse knowledge of telecommunication, engineering, product development, product management & Pre-Sales
* Excellent understanding of Business Processes.
* Organized approach and quick adapting ability for new technologies.
* Excellent negotiating & decision-making ability.
* Experienced with working in high-pressure environment and achieved the time bound goal.
* Excellent understanding of technical as well as business requirements.
* Excellent problem resolving ability.

**SPECIAL AREAS**

* Expertise in business intelligence product offerings.
* Excellent risk management and financial modeling
* Excellent ability of planning and managing customers.
* Experienced in reviewing, managing and estimate the proposal.
* Excellent ability to exceed client’s expectations.
* Strong PCRF, DIAMETER, RADIUS,AAA AND OCS skills and understanding

**ACADEMIC BACKGROUND:**

* B .Tech in Information and Communications Technology: July 2001 – May 2005. Dhirubhai Ambani Institute of Information and Communication Technology, Ahmedabad. CPI 1.95

**PROFESSIONAL Experience:**

**Elite Core Technologies: [Aug2013 – Till Date] & [OCT2008 – APR2009]**

Founded in 1999, Elitecore Technologies is a Carlyle Group investee global IT product company providing BSS alongside packet core with flexibility of modular as well as pre-integrated offerings. Elitecore offerings are compatible to large vendor ecosystem addressing CSP requirement of faster time to market and better TCO.

**Role:** Pre-Sales Consultant [Aug2013 – Till Date] & Project Coordinator and Technical Lead. [OCT2008 – APR2009] **Region: West & South Zone India**

**ROLES & RESONSIBILITIES:**

* Prepare & review detailed request for proposals.
* Prepare products presentation, manual and demos.
* Prepare marketing reports.
* Meet the clients for gathering their current requirements.
* Providing product training and updating the partners.
* Understand the market trend for better sales

**Vodafone Essar Limited: [June 2010 – Aug 2013]**

Vodafone India is the Indian subsidiary of Vodafone Group and commenced operations in 1994 when its predecessor Hutchison Telecom acquired the cellular license for Mumbai. The company now has operations across the country with over 150 million customers.

**RESONSIBILITIES:**

* Planning of packet core elements, reviewing OP.CO RFP & mapping the same to existing model.
* Interaction with Vodafone Marketing Head and I.T to remove gaps between the requirement and the feasibility for implementation.
* Heading SACC solution implementation for GPRS charging and policy control in packet core network.
* Responsible for design and implementation and operations of Differential data charging PAN India Offline/Online.
* Deployment Implementation and 24\*7\*365 up and running the comprehensive policy server specifically designed to help mobile service providers intelligently and proactively manage their packet data network.
* Packet Core Nodes for DPI and heuristic packet.
* Integration of PCRF with SASN and GGSN.
* Managing Data charging operation Team.

**UNITECH WIRELESS MEDIATION INTEC INTERMEDIAT: [Aug 2009 – June2010]**

Unitech Wireless holds a pan-India UAS license to offer mobile telephony services in each of India’s 22 circles. It has also received spectrum to roll out these services in 21 of the 22 circles and intends to roll out its services in select circles by the end of 2009. Unitech Wireless, the telecom venture of Unitech Ltd and Norway’s Telenor, plans to launch its mobile services by December 2009, with initial rollout in eight circles, four in south, two in Uttar Pradesh and one each in Bihar and Orissa.

**RESONSIBILITIES:**

* Customer requirement gathering
* Creates a design that meets the customer requirements; fits within the OSS/BSS infrastructure, and is designed to make the best use of Intec’s product offerings.
* Follows and promotes the agreed Best Practices and their supporting documentation.
* Provides work estimates and skills required to assist the PM with task scheduling and resource requests.
* Coordinates with development and test teams to keep the deliverables on target and on time.
* Manages technical customer interactions from kick off through UAT.
* Ensures technical viability of solutions as defined in the Statement of Work and subsequent change requests.
* Provides technical leadership of the team through the design, build, test, and delivery process.
* Coaches and mentors other project members to increase their understanding of the customer and technology.
* Takes ownership of the design and implementation of a major product or subsystem in a solution.
* Provides feedback to the product development organisation for improvements, market trends and product issues.

**Company : Wipro Technologies Pvt. Ltd Client : UNITECH WIRELESS (INDIA)**

**SOMA Networks OSS/BSS WiMAX Deployment: [April2009 – Aug 2009]**

SOMA Networks was the first broadband wireless access company to offer fully converged, all-IP solutions for world-class service providers. Founded in 1999, SOMA Networks is privately held. Differentiate themselves with [simultaneous multi-megabit and multimedia services](http://www.somanetworks.com/servicesoverview.html). Deliver wire line performance over a broadband wireless infrastructure. Revenue-quality voice over IP (VoIP) with fax support, broadband data and video applications are key components of SOMA solutions.

BSNL has partnered with SOMA to deploy WiMAX service in Gujarat, Maharashtra, Goa and Andhra Pradesh. As a part of this operating partnership, SOMA has invested in the network rollout, and will manage the service on behalf of BSNL. This service uses SOMA’s award-winning FlexMAX System to wirelessly deliver broadband to the subscriber through a plug-and-play indoor device that allows seamless upgrades to future services. SOMA’s technology requires one-third the time it takes to install other telecom infrastructure, which means it can speed up the country’s broadband penetration more rapidly than any other technology available today.

Role: Accountability towards leading efforts to ensure smooth delivery management operations of OSS/BSS implementation framework .To liaison with system Integrator partner to ensure successful rollout and commissioning of OSS/BSS framework implementation as per agreed milestones.

**Responsibilities:**

* Responsible for overall Project planning, efforts & scheduling, tracking and control to ensure smooth delivery management operations
* Liasioning and control of System integrator provided deliverables as agreed milestones
* To handle Functional acceptance and UAT ( user acceptance testing) sign-off prior to commercial launch of system/services
* Strict control of stage wise OSS/BSS deliverables aligned with business roadmap of Soma Broadband
* Single point responsibility towards delivery of business requirements ( as defined in RFP) from SI partner
* To work in seamless manner with Core Network team to streamline business requirements fulfillment to Soma Broadband services
* To ensure meeting project delivery SLAs between SI partner and SBS
* To ensure meeting Intermediate Operational SLAs in terms of service uptime to be fulfilled by SI Partner (to be supported by OSS/BSS Ops head) until steady state is achieved.
* Business requirement analysis (requirement coming from SBS-Content services team) and scope discussion with SI partner, feature enhancement, customization, patch deployment in production environment with help from OSS/BSS OPs team.

**Company : SOMA NETWORKS PVT. LTD**

**TABS Implementation: [June2007 – Oct 2008]**

TABS is product of ITS (International turnkey Solutions) TABS is an integrated software package designed for the mobile (Wireless), ISP (Dialup, xDSL & Leased Lines), and traditional fixed network (Wired) services. A fully convergent Customer Care & Billing system like TABS undertakes the whole billing process of a single converged system and rates all services against a single unified rating scheme.

**On site assignment: EMTS Telecom Lagos (Nigeria) [Jan2008 – Sep 2008]**

EMTS (Emerging Marketing Telecommunication Services) Group of ETISALAT and Abu-Dhabi government is going to build a GSM network in Nigeria.

**RESONSIBILITIES:**

* Requirement Gathering, Scope Analysis, Business gathering, GAP Analysis for Provisioning, billing and mediation.
* Infrastructure Setup for end-to-end telecommunication solution.
* Implementation of TABS Provisioning, Billing, Interconnect and integration with HUWAI Provisioning System.
* Testing of deliveries received by the development unit in test environment and then deploying it into production after UAT

**Client: EMTS (Emerging Marketing Telecommunication Services) Group of ETISALAT. Nigeria.**

**On site assignment (Warid Telecom Bangladesh)**

2 months of onsite post-implementation assignment for the client Warid Telecom in Bangladesh as a member of business solution group

* Implementation of Service requests & Change requests in various modules of CRM and backend process of billing and rating namely discount calculation & duplicate check module as per the requirement of client
* Testing of deliveries received by the development unit in test environment and then deploying it into production after UAT

**RESONSIBILITIES:**

* System Integrator providing solution in MEDIATION/BILLING/PROVISIONING.
* Infrastructure Setup for end-to-end telecommunication solution.
* Data migration
* Business Implementation

**Company : Speridian Technologies Pvt. Ltd Client : ITS**

**Amdocs [Dec2006 - June2007]**

Amdocs is amongst the major Telecom Billing solution provider across the globe. Amdocs software 'Ensemble' and 'Enabler' are designed for integrated customer management to provide end to end Telecom Billing solution from the point of customer interaction to the level of sales, marketing, billing and support.

**RESONSIBILITIES:**

* Maintaining MAF and MPS processes to ensure files are processed in a correct and timely manner.
* Investigating and resolving job failures.
* Implementation of HOT-FIX
* Reconciliation of data.
* Training (Business and Operations)

**Client: SPRINT Telecom, USA.**

**Reliance Communication LTD. [May2005 – Dec2006]**

Reliance Communications has a reliable, high-capacity, integrated (both wireless and wire line) and convergent (voice, data and video) digital network across the globe.

**Environment:**

Tools : INTEC-INTERMEDIATE 5.0.2 Telecom Mediation S/W and SOTAS

Operating System : Sun Solaris10 SA-200-S10 and HP fire 6800.

Languages : SQL, PL/SQL, shell scripting

Database : Toad, oracle

**RESONSIBILITIES:**

* Using INTEC IntermediateE application for CDRs (Call Detail Record) processing of various switches namely Lucent, Erricson, Nortel, Telos, Comverse IN, Motorola SMS, VOIP Gateways and applying filtration, analyzing, rectification, generating reports, managing and maintains the high availability and cluster configured
* Developed modules for SUBSCRIPTION FRAUD / De-Duping Module
* Business Implementation
* Training (Business and Operations)

**COMPANY :** Reliance communication ltd.

**PERSONAL DETAILS**

**Name : Ravi Jain**

**Address : 402 4th Floor Building no.3 New Shree Krishna Garden, MIDC Road, Mira Road (E) Thane 401107**

**DOB : 7 Mar 1982**

**Language Known : English, Hindi**

**Passport Number : G3130580**

**Hobbies : Swimming, Chess, Squash, Lawn Tennis, Reading Books**

**Location : Mumbai.**