

Curriculum Vitae:

Date of Birth: 25.9.1979

Education:

2022, Master of Sanskrit - First Division - Gujarat University, Ahmedabad
2002, BE in Computer Science - First Division - M.G.M COE Nanded
1997, 12th Standard - First Division - St. Mary's Senior Secondary School, New Delhi

A true Achiever, Doer, Timekeeper, Diplomatic, Learner, Planner, God believe and Respectful business & solution Consultant working for most vibrant IT & Telecom sector with 20 years of experience.

Skills:

Ownership · Team Leadership · Team Building · Cross-Selling · Cross-functional Coordination · Product Innovation · Start-ups Non -Governmental Organizations (NGOs) · Operations Management · Bid Management, Strategic Partnerships · Analytical Skills · Train the Trainer · Strategy

Certifications:

Leadership trainings & certifications by Dale Carnegie, Stephen Covey, CPD & Professional technical certification in Analytics , Fortinet , IOT, CCNA, CCDA, CCDP, ISO 27001 and also Volunteered at NGO for social cause

Awards, Accolades & Remarkable & Life Time Achievements:

<https://www.linkedin.com/in/amandeep-s-5a8620b/>

1. Worked closely with government projects from 2007 - Got chance to present Airtel products and solutions to Shri Honorable Minister Narendra Modi under his charge as Chief Minister of Gujarat. Later Airtel got one of the largest MPLS & Satcom order from Panchayat department for their eGram Vishwakarma project named as "Bridge the Digital Divide". This was real kick start for my career as a catalyst to such a remarkable & remember able project. Awarded by Airtel.
2. I was key solution designer and consultant offered High level design on cisco platform to Gujarat Gas in 2008 which was part of BG group. This was major crack for Airtel in the Enterprise Segment where scope was not limited to telecom it included Infrastructure, Civil work, Global Team Interlocks, IT, Partner Management, Software and Telecom.
3. Third major breakthrough in my career was in 2010 when I became solution design catalyst in Rajasthan Swan deal which was one of the prestigious deal.
4. Fixed Line Award - 50 Days: 50 links - 2014 - Driving operations to get faster feasibilities with TES & Deliveries



Briefing Mr. Vittorio Colao @Vibrant Gujarat 2015

5. YMAD - Live Demos of 12 solutions & products at Vibrant Gujarat - 2015 - First time done in Gujarat by an telecom

a. After routine work it was more about grooming up and I got the chance to exhibit myself to Vodafone CEO Vittorio Colao , it was amazing experience and an another feather in the hat and got IOT M2M Outshine Award in London in 2016 at Newbury as Global Award Winner .Some Key solution were Dairy Solution & Energy saving

b. After Vibrant I got YMAD - 2017 (Model Account -120 Count - Entry in the account with 2 more product Solution by consultancy)

6. In 2018 Incubated Customer Experience Zone at VIL showcasing 8 live solutions, this gave edge in the industry
7. FY 22 - Q4 Jury Award Winner for critical thinking and building up strategy meet the products & solution budge
8. Recognized as KYT (2017 - 2022) - Know your talent candidate under Vodafone Talent Program - Top talent pool

Work Experience:

• GM, Cluster Solution Head, Vodafone India Limited (July 2020 – Till Date) – Mumbai

As always interesting & bigger role, upscale task on hand, more responsibility, bigger team, increased analytics, bigger numbers to achieve. Some key work.

1. Introduced Vertical Approach (BFSI, IT, ITES, Health & Education), Design solutions pertaining to this verticals
2. Building up on strategy to increase Product Diversification -(IOT, Cloud, Analytics, FLX), Ensure Solution team owns design
3. Creating New Partnerships, Tie-ups, Holistic Engagement of Partners across west region
4. Participation to Enterprise & Government tenders - owing Technical and Bid management Compliances
5. Speaker to many events and forums - Channel Partner Meet, GESIA and Dun and Bradstreet
6. Interlock with multiple teams to ensure timely and proper solution oriented deliveries
7. Ensuring market & competition compliance feedback to process & products.
8. Ensuring proper and timely team nurturing & ensuring results
9. Self-Development through recognized global certification.
10. Spear heading Midmile deployment to get more customer on same route / path

• GM, Circle Solution Head, Vodafone India Limited (July 2017 – June 2020) – Gujarat

1. **Building Efficiency** – Created Processes on Fixed line, IOT & Created local circle level desk for OMT
2. **CEZ (Customer Experience Zone)** – Created 15 live solution with respect industry in the office as an initiative to enhance solution on business in the circle – which resulted as extra revenue of 2 crores in one quarter.
3. **Driving Training & Proof of concept** – Doing Multiple level training for BDM's, Sales and Also ensuring various Proof concept are done on IOT & other products before on boarding
4. **Wider penetration of Solution** – Identified top accounts with 20 Mn Non Mobility Revenue including IOT and driving solution consultancy through SDP (Solution Development Plan) & ORB (Operational Review Board) - Closed multiple large deals.
5. **Handling large team of different segments** – Worked out solutions & owned multiple design for various Govt & Ent account ; **Nirma SDWAN, Cosmic – SIP cloud Based Solution, BRTS 3G IOT Solution and Enterprise Architecture for Havmor**
6. **Handling Local Partnership** - Did 22 new Partnerships
7. Responsible for creating exclusive network for VBS through Mid Mile Budget, closely working with circle CTO, CFO

• A GM, Circle Solution Head, Vodafone India Limited (Mar 2016 – June 2017), Gujarat

Primary work is to handle all segments (Government, Enterprises, SME & VGE) and provide them efficient solution that can help companies' processes to become more profitable, automated, worrisome and error free. **Led various strategic projects – Replicated as national project**

1. **50 days – 50 links** – Getting 50 ILL & MPLS Links in 50 days with deployment – We made the history with Rs. 1 Cr revenue
2. **Gold Rush** – Extraction from existing circuits which under utilized above 70 % revenue, got Rs 50 Lacs revenue
3. **Live Demonstration** Successful deployment on various product (IOT/ Cloud) live setup & other solutions in the Vibrant Gujarat Summit 2015 – **(Visited & Praised by Narendra Modi & Vittorio Colao (CEO Vodafone))**
4. **Wider penetration of Solution (Model Account)** – Driving Multiple products (Min- 4) in the account lead to revenue increase by Rs. 10 Cr in a year. **Created IOT Solution for Dairy Industry & Energy Saving with System Integrator got global award & same cases are part global vodafone study and also space in Economic Times – Went to UK - Amazing experience on my UK visit as IOT outshine winner, Undergone various training on the products**
5. Recently we had done IOT, Digital & Cashless India & Ready Business Showcase at Vibrant Gujarat 2017. It was awesome experience and lot of learning myself and for my wonderful team.
6. **Special Projects** – Responsible for making processes more efficient, handling and getting team work align to the large tasks, Expert in rolling out project and making them successful and also master in getting work done from different departments.

• Senior Manager, Circle Solution Head, Vodafone India Limited (Feb 2013 – Feb 2016) - Gujarat

Ensure Revenue Target, Provide Solution consultancy to Government & Enterprise accounts, Ensure Customer Satisfaction & Net Protector Score, Handle large Solution Team, Support 200 people in various divisions, Responsible for information dissemination till field level, Manage trainings and Events, SI and Vendor Tie – up, Ensure Process, Bid management and Governance framework, Ensure Team visibility at national level, Ensure Team building and re- skilling.

Projects undertaken: Rev up (Improving Vodafone process), Worked upon project like Gujarat State petroleum Corporation – MPLS for Monitoring Plants through CCTV & Created one MPLS platform to access all central collocated applications, Working with Gujarat Electricity Board for creating one network on MPLS & AMR under e-governance project, Working with EIL (Engineers India Limited) for Specking the tenders, other projects are SUMUL, AMUL, Torrent, Nirma and Sanghi, GIPL etc.

• Sr. Regional Consultant, Bharti Airtel Limited (Feb 2005 – Feb 2013) – Gujarat, Madhya Pradesh, Rajasthan & New Delhi

Ensuring KRA's & KPI's, Adherence to CTQ's, Effective Bid Management, Handling large Team, Experts in managing large tender and Bids, Ensuring positive NPV, ROI and EBIT, Ensuring Transparency and Increased Delegation within the team, Ensuring Customer Satisfaction, Ensuring solution to the problems of the accounts, Ensure Team visibility at national level, Ensure Team building and re- skilling, Worked in various Geographies like J&K, MP, Rajasthan, Punjab, Haryana and UP.

Projects undertaken: **EGRAM VISHWAGRAM, ADANI MUDRA SEZ**, GGCL (British GAS), Ranbaxy – Increase productivity and efficiency in the system by introducing WAN optimization, Part of Vibrant Gujarat team, Delivering presentations to CTO, CFO, Chief Ministers, Bureaucrats, CIO's, Worked closely with SI's and vendor like E&Y, KPMG and IL&FS, Worked upon accounts CM office, Panchayat Department, Health Department, Adani, Created OB VAN for State and CM activities in disaster situation, Worked closely with Department of Science & GIL for GSWAN, Zydus Cadila, IIT, CSC's, SBI, Dainik Bhaskar, Gujarat Samachar, Times of India, Aircel, Maruti for connectivity of their Pan India offices, Worked on RAJASTHAN SWAN, Roll out – WIMAX Project in Ahmedabad @ License Frequency.

- **IT Manager, Angel Broking Limited (May 2004 – Feb 2005) – Gujarat**
- **Customer Support Engineer, CMS Computer Limited (May 2003 to April 2004) – Gujarat**
- **Trainee – Reliance Infocomm (Dec 2002 – April 2003) – Gujarat**

Interest:

Innovation, Passion to Work for Public – Run NGO to help poor people, Business Analysis, Astrology, Travelling Reading