**SWANAND D. SANT**

**Contact:** +91-9967353109

**E-mail:** [swanandsant@gmail.com](mailto:swanandsant@gmail.com),



**CONSULTING DIRECTOR UMRS**



Professional Summary: 20 years of Experience

* 20 years of Geological & Geographical industry Solution
* Conducted Training on various aspects of industry solutions and implemented technologies
* Excellent knowledge and command of GIS and remote sensing technologies and related industry
* Domain expertise in area of Geology in software development.

Core Competencies:

* Solution Design & Implementation: Analyzing the customer requirement & designing solution align with the business needs of the client
* Training technical staff on implemented industry solutions
* Testing of Rock, Evaluation of Mines, Identification of Mineral component, Commercial valuation of Rocks
* Market Research: Analysis on the Competition products/solution to prepare the Road Map



**PROFESSIONAL EXPERIENCE**

**Currently associates with UMRS as Consulting Director Sales and Marketing from June 2020**

**Visiting Faculty “Engineering Geology “at New Horizon Institute of Technology, Thane**

**CEINSYS TECH LTD as Sr, Manager Business Development Sep 2019- May 2020**

* Business Development in GIS Solution,
* Design & Implementation: Analyzing the customer requirement & designing solution align with the business needs of the client. Bid Management, Lead Generation.

**CYBERTECH SYSTEMS AND SOFTWARE LTD. Sr.Manager Presales Dec 2009 – Sep 2019**

* Head the Presales & Technical Support
* Technical Sales Support, Customer Success Management, Planning and Marketing, Process designing of critical projects; Concepts and Designing of projects Complete, Project Execution
* Develop Geo-Civic product

**ROLTA INDIA LIMITED Associate Manager March 2001 – Dec. 2009**

* Sales, Marketing and Implementation of all Intergraph and internal developed software products
* Management of group for technology assessment, resource management, talent acquisition, and project cost estimation and proposal formulation.
* Conducted Customer Analysis and ensure a healthy CSI (Customer Satisfaction Index) for various customer accounts.

KETAN CONSULTANTS PVT LTD. Sept. 2000 - March 2001

GIS Analyst

* Quality Control &Technical support in projects in Civil Construction, GIS and remote sensing.
* Managed visual interpretation of the remotely sensed data, map conversion, GIS creation using ARCVIEW.

## CRYSTAL GRANITE AND MARBLE LIMITED June 1997 - March 1999

## Geologist

* Quality Assurance & Quality Control of raw material and finished material of Indian Granites.
* Handled raw material selection at mine sites thru geological point of view in India.



**PROFESSIONAL & EDUCATIONAL QUALIFICATIONS**

* Master in Market8ing Management (Marketing), Mumbai University 2014
* Master of Science (Geology), University of Amravati, 1996

**CERTIFICATION**

* Diploma in Business Process Management, 2019 Alison
* SimpliLearn SAS Data Science Training 2018
* 35 PDU Training PMI Astrowix Institute- 2008

**TRAINING PROGRAM ATTENDED**

* One Week FDP on “Transforming Teachers for a Sustainable Post COVID-19 World” IITM,New Delhi
* “Techniques & Tips to Cultivate Students Engagement” Ranchi University & The University of South Alabama, USA
* 7 Days FDP on "NAAC Revised Accreditation Framework by IOT Academy from 14t Feb to 21st Feb 2022

**Other Professional Activities:**

**Conference National & International Attended**

* Map World Forum 09, 12,14, 16, 18, MAP MIDDEL EAST, Oceantex, Hydro-Ind, Health GIS, GeoMatrix etc.
* ESRI UC 2020

**Training Conducted:**

* Elphinstone College, Department of Geology, Mumbai
* K.G.Somiya College Development of Geology, Mumbai
* Department of Forest Govt of Maharashtra
* Central Water Commission
* Town and Country Planning Haryana
* Defense Staff Southern Command
* BEST Mumbai
* Godavari Foundation's Godavari college of Engineering (GF's G.C.O.E.), Jalgaon
* Various Municipal Corporation such Thane, Nashik, Amravati, Nagpur etc.



**Publications:**

1. **“Application of Real Time Clock (RTC Timer) Integrated with GPRS in the Streetlight Management”,** International Research Journal of Engineering and Technology (IRJET) Volume 8, Issue 8, August 2021, <https://www.irjet.net/volume8-issue> 8 S.No: 328
2. “**Public Health Administrative Challenges and Solutions in Disaster Management using Geospatial Technology"**, Journal of Remote Sensing & GIS (JoRSG), October 2020, <http://techjournals.stmjournals.in/index.php/JoRSG/article/view/966>
3. **"Transportation And GIS Is Next Gen Feature",** IJRAR - International Journal of Research And Analytical Reviews (IJRAR), E-ISSN 2348-1269, P- ISSN 2349-5138, Volume.6, Issue 1, Page No Pp.159-164, February-2019
4. “**Disaster Management using Geographical Information System (GIS) need of the era" in** the "NOLEGEIN Journal of Business Risk Management" got published in Volume.1 Issue 1.

<http://mbajournals.in/index.php/JoDBCM/article/view/221>.

1. **Paper presentation “Energy Conservation by Adoption of IoT as an Integrated Geospatial Technology for Street Light Management in Government and Private Sector”** 2nd International Conference on Emerging Issus on Contemporary Business Practice in the Era of Intelligence, organized by Shri Ram Murti Smarak Engineering College of Engineering and Technology Bareilly



**Professional Association:**

* Panel Member- Selection committee of Department of Marketing at VESIM, Chembur, Mumbai
* Smart Cities Competition Conducted by VESIM Business School: Jury member 2018



**Clients Handled India:** CWC, PWD, TMC, Wardha Collector, Patiala Corporation, NSDI, TCP Haryana, NMC,

APFD, Maharashtra Forest, SMC, CIDCO, MCGM, KRSAC, WADWA Constructions, MBMC, PMRDA, Panvel MC, MMRDA, TMC, JNPT, ILFS, Zillah Parishad, Dept. of Disaster Management etc.

**Clients Handled Overseas:** Water One-USA, ESRI Inc., AHQ-Russia, Dept. of Mines-Australia, British Telecom-UK, Dubai Municipality- UAE

