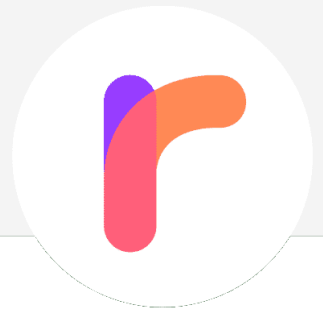


# DINESH P.

CURRICULUM VITAE

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## PROFILE

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- **Cloud professional** with 15+ years of experience in Cloud Consulting, Cloud Infra Solution architecture, Solution Design, FinOps, Technical Delivery, Project Delivery with Azure Cloud Computing IaaS, PaaS, SaaS solutions, Cloud app assessment, New build, Implementation, Migration & Pre-Sales/Post-Sales across Industry Vertical, Clients and Geographies.
- **Cloud Architecture** – Current deployment architecture analysis, Target Cloud solution architecture (Azure), Cloud native applications.
- **Cloud Strategy & Consulting**– Business-IT prioritization, Cloud adoption objectives, Business Case Analysis, Current state analysis, Target cloud recommendation, Cloud migration roadmap definition, DC transformation support & Cloud migration support.
- **Pre-Sales/Post-Sales** - Provide help to sales team during pre-bid phase, Preparing Techno commercial proposals for new projects, contribute to commercial activities, conduct workshops with Sale team, ensure system availability to end users spread across nationwide, Participated in compliance audits. Providing support to RFP, RFI, RFQ, BOQ, BOM, SOW, Sizing, Capacity estimation, Pricing and Bids defense planning.
- **Cloud Assessments** – Readiness assessment for IaaS/PaaS/SaaS/Public/Private Cloud, application modernization/transformation analysis & recommendation for target cloud. Led Cloud Assessment using Cloud data discovery tools like Azure Migrate, Cloudscape, Cloudamize, Movere and HCL application portfolio management tool Dprizm.
- **Program Management** – Providing solutions to large unstructured problems (strategic & operational) by leading cross-functional inter-BU team. Led Cloud Application Migration Strategy and Cloud Assessment Team.
- **Project Delivery** - Manage customer relationships and act as a single point for leadership escalations to achieve higher CSAT. Governance (utilization, expense tracking, subcontractor management), Define targets for projects managed & review overall continuous improvement strategies, identify risks and mitigation strategies, people management.
- **Cloud Practice & Delivery Management** - High performing with proven professional diligence & caliber in new Cloud Infra Build, Transition, Installation, Maintenance, Deployment, System Configuration, Decommission, Monitoring, Troubleshooting & Technical assistance. Targeting optimal performance & client satisfaction. Conduct meetings with client, discuss weekly/monthly progress reports, meeting defined SLA & provide recommendations.
- **FinOps** - Helps our customers to make efficient choices and let them use their cloud activities in an optimal way, by giving them insight in their cloud spend and advice on how to improve its efficiency. Helping customers to run their workloads in the cloud in a cost effective and efficient manner.

- Vendors Management – Tracking, monitoring performance on delivery and service availability. The experience also involves Capacity Management, Resource Management, SLA Management, Customer Relationship Management etc
- Client Sites – Visited many clients on-sites for project works. Proven track record in working across multiple geographies and cultures.
- Well versed in managing projects and program for domestic and international clients
- Proficient in building and sustaining relationships with client thus generating additional business & revenue

## SKILLS

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