# Armaan Farshori

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## ABOUT ME

I am a post-graduate of Computer Applications and have extensive knowledge of production-level development and deployment as I have been involved in multiple projects since my Bachelors and have quite a good idea about how the industry works and what work ethics and culture are. Currently working as a Pre-Sales Engineer handling projects worth $150,000.

## WORK EXPERIENCE

### Precise Technologies                    May 2019 — Present
Technical Consultant / Pre-Sales Engineer

- Solution Architect (Technical): Design IT Technical solutions for customers, Conduct POC and follow up till Sales closure.
- Manage client relationships and henceforth increase sales revenue for the organization.
- Partner Enablement: Sales and Pre-sales training for Partners/System Integrator's/ Re-sellers
- Conduct meetings with Partners and Customers from Solution introduction to further stages.
- Follow-ups for Sales closure.
- Preparing Customer and Partner Database of the particular region.
- Daily and weekly report preparation and submission.
- Preparation of all Documents for partners based on the requirements and supporting up to Sales closure.
- Actively Market products in GCC, create opportunities and Drive Sales.
- Preparing necessary documents for customers like RFP for RFI.
- DEMO to customers & all product implementation and up-gradation.
- Exploring more on new technologies. Up to date knowledge of technical applications.
- Technical evaluation.
- Identifying the organisation's needs
- Breaking down large scale projects into manageable chunks.
- Working out which IT products to use based on cost-benefit analysis and research.
- Agreeing on plans with the client.

Products which I handle:
- BooleBox: Secure File Sharing Platform
- Bluecat: Secure DNS/DHCP IPAM Solution
- Portnox: Network Access Control (NAC) Solution
- Wallarm: Web Application Firewall (WAF) Solution
- Forward Networks: Intent-Based Networking Platform
- Premiur Ghibli Next: Managed File Transfer Platform
- Cato Networks: SD-WAN (Software-Defined - Wide Area Network) Platform
- Remidiant: Privileged Access Management (PAM) Solution

Clients handled:

- American Express Middle East
- Marcura Group - Dubai
- Ali & Sons - Abu Dhabi
- Abu Dhabi Commercial Bank - UAE
- General Civil Aviation Authority - UAE
- State Audit Institution - Abu Dhabi
- Dubai Chambers
- Mohammad V University - Abu Dhabi

### Google Mobile Development Club, Amity University
January 2018 — October 2018

President

- Managing the club activities during the tenure.
- Organizing different activities and coding camps.
- Teaching group member python, C++, java, android development
- Developing Android Applications for University Department

### Jax Healthcare Foundation
January 2018 — January 2019

Executive Core

- Taking executive decisions for the organisation to lead them into a new direction.
- Mainly managing the Information Technology front for the organisation.

### Jax Healthcare Foundation
January 2017 — January 2018

CTO

- Development and Deployment of Organization's Website
- Management of Servers
- Management of Email Services

### Azaan Services
March 2016 — June 2016

Web Developer

- Full stack web-development for the organization
- www.azaanservices.com

**RESEARCH PAPERS PUBLISHED**

- Business Impact of Twitter on the Television Rating Points of Indian Television Channels
- Collaborative Medical Inventory Resources Using Edge Computing - A Solution to Serve Critical Healthcare Requirements at Public Hospitals
- Optimizing Organic Reach for Social CRM by Curating Social Media Content
- Server-less Cloud Computing – An Economical Solution For Business Operations

**QUALIFICATIONS**

- ACWD- Aptech Certified Web Developer
- IBM Certified Database Administrator
- IIT Delhi Certified- Embedded Systems Programmer
- CCNA: Cyber Security Operations
- CCNA: Cyber Security Essentials

- CCNA R&S: Routing and Switching Essentials
- CCNA R&S: Scaling Networks
- CCNA R&S: Connecting Networks
- Cisco Partner: PCAP - Programming Essentials in Python
- Udemy - iOS Developer

## EDUCATION

### Master of Computer Application                    2016 — 2019

Amity University

- 6.54 CGPA

### MBA - IT & HR (Distance)                          2016 — 2018

Swami Vivekanand Subharti University, Meerut

- 65.8%

### Bachelor of Computer Applications                 2013 — 2016

Kalinga Universsity, Raipur

- 64.3%

### Senior Secondary ( Class XII )                    2012 — 2013

Jawahar Navodaya Vidyalaya, Rudrapur

- 58%

### High School (Class X)                             2010 — 2011

R.A.N. Public School

- 9.0 CGPA

## INTERESTS

I have a habit of trying out new open source technologies and softwares and review them. Some of them being which i use on a very regular basis is pi-hole which is a network wide ad-blocker for my home network.

## REFERENCES

- Prof.(Dr.) Alpana Kakkar
  - Deputy Dean Student Welfare
  - Amity University, Noida
- Ms. Priyanka Gupta
  - Executive Core
  - JAX Healthcare Foundation
- Mrs. Akhila V.S
  - Channel Manager
  - Precise Technologies