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Soumya K.T.

Objective

Aspire to take up a challenging opportunity in Business Development, Client Management, Account management, Technical sales Telecom Sales and after sales support of cloud Telephony services and Telecom products, where my professional skills can be put to the best use, for individual as well as organizational growth.

Experience Summary

- 5 years of experience in testing and integration of Tele-Communication Protocols (SDH) and EMS. Involved in the product approval with Telecommunication Engineering Committee (TEC). Includes both Board Level and Syaytem level.
- 1 year of experience in Business Development, Client Management for testing equipment's that are used for Mobile back haul applications like CES, sync-E, OAM, 1588.And also worked on optical modules like XFP, SFP, Amplifiers, OADM, ROADM, PoE, Power Supplies, Transformers and Inductors, cables, Switches.
- 3+years of experience in Business Development, Client Management, Account Management, Lead generation, Technical Sales of telecom products includes Entire Optics, PDU, and Power Supplies, Cables, Ethernet, PoE, Switches. Optical Racks.
- 1+ year of experience in Business Development, Client Management and Account management in Cloud Telephony services includes qutomating customer interactions with C2C, Inbound -Outbound IVR, Interactive IVR, Chat bots, Contact Center Suites.
- LabView development-- Dynamic Optical Fiber Array for OgMentum technologies.
- LabView training for colleges. Lead generation for training and workshops for colleges in Telecom Technologies.

Educational Qualification

First Class with Distinction in Bachelor's degree in Instrumentation Technology Engineering (June 2004) from MALNAD COLLEGE OF ENGINEERING, HASSAN (affiliated to Visveswaraiah Technological University, Belgaum, Karnataka).

- Certificate of LabView Associate Developer (CLAD)—National Instruments.

Professional Experience

1. Phonon Communications Pvt. Ltd.
   Business Development Manager.

Work experience: (April 2018 -July 2019)

�⁀ Worked on Business Development for acquiring new clients.

▤⁀ Worked on Client management and Account Management of existing clients in BFSI (HDFC, Citi bank) and Travel sector including Upsell and Cross sell .

▤⁀ Exploring new requirements with existing clients and increasing the revenue of existing clients in automating customer interaction through Inbound, Outbound ,Visual IVR ,Predictive IVR, C2C, Chat bots and contact Center Automation Suite solutions.

▤⁀ Providing training and Demos to clients on solutions provided and new features developed.

2. NetGenSoft Pvt. Ltd.
   Technical Lead.

Work experience: (May 2014 -March 2018)

1. Worked on Business Development, Account management ,Client Management and Lead Generation of entire Optical products like Fibers, attenuators, couplers, Power Distribution Units, Power Supplies for Cisco, Aricent, Broadcom, and Juniper. Sales and after sales support.

2. LabView Development---- OgMentum Technologies

   Dynamic Optical Fiber Array----Development of automated data acquisition and controlling software for Dynamic Add Drop multiplexer for fiber optic Communication.

3. Integration of OBR with Optical Switch Module.

4. LabView –Training for College Students.

3. Nextech Electronics Pvt. Ltd.
   Sr. Engineer-Technical.

Work experience: (Nov 2010 –Nov 2011)

1. Worked on Business Development, Client Management of testing equipment's from Calnex that are used for Mobile back haul applications like:

   · CES (Circuit Emulation services).

- Sync-E (Synchronous Ethernet).

- OAM (Operational Administration and Maintenance).

- 1588 v2.

2. Worked for Optical products from Oclaro (Opnext) like SFP, XFP, OLA OADM which are used in telecom transmission.

3. Sales of Power Supplies , Transformers and Inductors, cables, Switches, PoE.

Calnex

Before Sales support

- Finding new leads.

- Also up gradation of the old boxes to new ones like from Paragon (1G) to Paragon X(10G).

- Updating customer about new features added and advantages of it.

After Sales Support

- Providing training to use the equipment in accordance to their requirements – SyncE, 1588v2,OAM, CES

- Solving their issues on first hand-by visiting the customers and learning about their issue.On the second hand arranging the Webinars to solve the issues.

- Also arranging for loner equipment when they will go for up gradation

  ➢ Companies Interacted with- Cisco, Juniper, Wipro, Tejas, ALU, NSN, Extreme

Oclaro -Opnext:

Before Sales support

- Finding new leads

- According to the requirements like –For different projects- STM1, DWDM-STM16, STM64, 10G, 40G, 100G.

- Secondly for Lasers(Transmitters) – Finding out distance, laser type-fixed or tunable, window-1550 or 1310nm, DWDM side or SDH side and channel according to ITUT grid(C- band, L-band)

- Receivers-APD or Pin, sensitivity, Overload.

- Requirement is for SFP, SFP+, XFP

- According to their network configurations like STM1, STM16, STM64, 10G, 40G, 100G, or any tender.

- Requirement for Amplifiers like OLA, OPA, OBA according to their link.

- Requirement for OADM's and ROADM's according to the channels they are adding and dropping in their link.

- Also educate the user's advantage of our module verses competitor module.

- Updating new modules and new versions of modules released.

After Sales Support

- Solving their issues on first hand-by visiting the customers and learning about their issue

- Also arranging for samples for evaluation during design process.

- Secondly arranging for webinars if required.

- As I have prior experience in Telecom testing –Can help the customer for testing Eye pattern, sensitivity, overload, spectral characteristic's-for transceivers.

- For Amplifiers— Gain ,Gain tilt, Gain variation

    - Companies Interacted with- Tejas, UTL, Fibcom

4. **United Telecoms Ltd.**
   Testing and validation Engineer.

Work experience: (SEP 2005 – Oct 2010)

- **Telecom transmission equipment:** Testing and validation of system level on 2.5G (STM-16) system in accordance with BSNL GR.
- **Telecom transmission equipment:** Testing and validation of system level on 2.5G NMS (SNMP).
- **Telecom transmission equipment:** Testing and validation of system level on 10G (STM 64) NMS (SNMP) and system in accordance with BSNL GR.
- **2.5G system and 10G system testing and validation with BSNL.**
- **Test plan for 10G System and card level for 2.5 G and 10G systems.**
- **Test procedures for automation in 10G card level.**
- **Board level and Sysytem Level testing. Board Level desing changes as well.**

Project Details

✋✎ **Dense Wavelength Division Multiplexed (DWDM) STM 16 (2.5G)**

Client   BSNL

Company/Organization M/S United Telecoms Ltd, Bangalore – 48, Karnataka

Role   Testing and validation engineer

✋✋✎ **10G systems STM 64**

Client   BSNL

Company/Organization M/S United Telecoms Ltd, Bangalore – 48, Karnataka

Role   Testing and test Automation

Familiar with equipment's like:
1. SDH analyzer (ANT-20).
2. OPTICAL SPECTRUM ANALYSER.
3. DIGITAL COMMUNICATION ANALYSER.
4. LOSS TEST SET.
5. ETHERNET ANALYSER (FTB-100, FTB-400).
6. Paragon
7. Paragon X
8. LabView environment.

Strengths

1. Highly skilled professional with strong testing skills.
2. Self-motivated & attentive to details.
3. Possess good communication & comprehension skills.
4. Willingness to learn, accept the challenging environment and reaching the goal with perfection.

Personal Details

1.	Date of Birth	:	**06th October 1982**
2.	Languages Known	:	**English, Kannada, Hindi**
3.	Permanent Address	:	**1/32,16th main, 16th main, M.R.C.R. ext. Vijayanagar, Bangalore-40**
4.	Passport	:	**Available**
5.	Residing Address	:	**1/32,16th main, 16th main, M.R.C.R. ext. Vijayanagar, Bangalore-40**
6.	Phone number	:	**919916902164**
7.	E-mail id	:	**ktsoumya@gmail.com**