**ASWINI ANNAMNEEDI**

Email: [aswinibvc@gmail.com](mailto:aswinibvc@gmail.com)

Phone: +91-6362054643

**Career Objective:**

To work on challenging assignments in a progressive organization that would leverage my technical experience to the fullest potential and aligns my growth with the growth of the organization.

**Work Experience:**

An exceptional technical specialist with 7.6 years of working experience in storage Presales. Strong technical expertise in storage, backup & Cloud products. Extremely customer obsessed technologist working with cross functional teams through collaboration to deliver high quality technology products and solutions, which drastically improve user experience. An EMC certified technical architect.

**Responsibilities:**

**IBM IND PVT LTD, Bangalore (April 2020-June 2023) (Permanent-1.10 yrs, outsourced:1.4yrs,):**

**Sr Storage /Cloud Presales Technical Specialist:**

* Interpreted and translated the customer infrastructure needs and requirements into a solution that can be configured from our standard set of storage and cloud offerings.
* Created Proposal, RFP Responses and provided timely and mature answers to the Techno-functional queries raised by the prospective clients.
* Built the High Availability and disaster recovery solutions and configurations to the customers as per the requirement.
* Delivered Impactful Presentations and Product Demonstrations to the clients and business partners.
* Achieved client expectations in terms of the engagement deliverables, efforts, timelines and product customizations etc.
* Provided training to the internal teams on the Product, Compliance and Technology. Assisted Channel Sales team to proactively develop Partners or Service Providers to achieve business objectives.
* Aiding on block storage, file storage, cloud object storage, AWS storage,SAN switches Brocade & CISCO, and tape library with RFPs (Request for proposals), sizing, configurations, validations, techrefresh, upgrades, inter-operability support matrix, capacity and performance.
* Validated the configurations and solving the issues for the business partners in collaboration with the support teams and product management teams.
* Designed and Architect end to end solutions content that characterizes what products or services are being proposed and how these services will be delivered.
* Met the customer expectations in delivering the presales solutions and answering product support queries from the field.
* Pre-sales solution designed forAWS Cloud Services. Worked on customer requirements and provide cost effective technical solutions to meet those requirements.
* Created configurations, documents, BOM files, best practices and visio files to be presented to the customers.
* Built Influential Relationships: Worked collaboratively with sales teams, channel partners, and other teams to meet business goals and objectives.

**DELL-EMC Software and Services IND PVT LTD, Bangalore (Sep 2015-Jan 2020):**

**Sr SE Analyst:**

* Acts as a remote SE, provided storage solutions on all core products and services.
* Understand and translate customer requirements by analyzing their current environment in terms of storage configurations and network specifications and given the solutions to meet their business requirements and increase their ROI.
* As a Pre-sales specialist worked with the sales team to understand the requirements of the clients Request for Proposal (RFP) and helped craft a winning response. This involved reviewing the RFP, identifying any gaps or areas where the company can add value, and developing a proposal that meet the clients needs.
* Designed the solutions to meet the customer’s business needs/requirements. Involved in every opportunity and help field SEs to pitch the solution.
* Provided an assistance on features/function, compliance, usage, configuration, inter-operability support matrix, ordering and configuration around all EMC products, solutions and services.
* Answered RFPs, proposals, asset management, IB cleanups for the accounts USBank and Telus communications.
* Provided an assistance and/or solution to licensing, ordering and configuration queries from field on all EMC Products. Development of technical hardware/software configurations, including full product specifications and pricing.
* Delivered an impressive and competitive presentation deck to the system’s engineer which can be directly used for customer presentation and having clear understanding of complementary SKU to create Bill of Material (BOM) and present to sales organization.

**Certifications:**

* Information Storage Associate Version
* Cloud Infrastructure and Services Associate Version
* EMC VMAX3 Solutions and Design Specialist Exam for Technology Architects.
* XtremIO 3.X Flash storage solutions exam
* IBM BADGE Storage and Cloud Essentials
* IBM BADGE Storage for Data and AI Foundation
* IBM BADGE Cloud Object Storage Expert (Level I)
* IBM BADGE Storage for Hybrid Multicloud V1

**Education:** B. Techin Electrical and Electronics Engineering from JNTU, 2013.

**Achievements:**

* IBM Blue Thanks from
* IBM Manager’s Choice Award
* IBM performance award
* EMC Star Performer Award
* EMC Bravo award
* EMC Cause for Applause Award
* EMC BRONZE Award
* EMC Spot Award

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