

# SANJIT KUMAR SAHOO

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## Education

2014 – 2016	<b>Xavier Institute of Management Bhubaneswar — XUB — India</b> MBA (Global Business Management)-University Topper • Specialization in Marketing and International Business • CGPA - 7.4/8.0
2014 – 2015	<b>Antwerp Management School — Antwerpen — Belgium</b> Masters of Science - Global Management, Gold Medalist • Specialization in Global Marketing Management • CGPA - 3.92/4.0
2006 – 2010	<b>VIT University — Vellore — Tamil Nadu — India</b> B.Tech - Electronics & Communication Technology • CGPA - 9.27/10
2004 – 2005	<b>Ispat English Medium School</b> Indian School Certificate 90%
2002 – 2003	<b>Ispat English Medium School</b> Indian Certificate of Secondary Education 91.66%

## Work Experience

2016	<b>Regional Technology and Engineering Services WLL</b> <b>Manager - Technical Sales</b> • Responsible for responding to RFI , RFP , building relationship with customers,identify and evaluate business opportunities. • Experienced with Service Provider's process and procedures (Vodafone , Ooredoo) , Large size enterprise customers (Nokia , Alcatel ,Huawei) and other government sectors across Qatar and Middle East. • Responsible for extensive sales experience on active and passive telecom products varying from Mobile Network RF products to FTTH passive products. • Responsible for providing strategic information including diversification of markets , products and services in line with customer needs. • Responsible for order booking , invoicing ,margins and collections. • Responsible for defining long-term organisational sales goals , negotiate and close business deals along with keeping extensive knowledge of market conditions. • Worked in co-ordination with internal Pre-Sales team, Technical team & International vendors to address customer's requirement. • Responsible for Customer Service Provider account management. • Responsible for risk assessment , cost procedures while addressing new business opportunities. • Responsible for setting up meetings with the potential clients for the presentation of products and account manage the sales network. • Responsible for the generation of new business leads ,RFP's and to build relationship with the clients. • Responsible for pre-qualifying the company with prospects client organisation and to make sure company is registered with all end users account. • Responsible for building the offers with the maximum revenue for the organisation with extensive commercial skills • Responsible for working towards registration with companies in Qatar including sectors oil and gas , utilities , MOI .
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2011 – 2014	<p><b>Ericsson KSA (Kingdom of Saudi Arabia)</b></p> <p><b>Senior Pre-Sales and Design Engineer</b></p> <ul style="list-style-type: none"> <li>• Worked as a Senior Network and Pre-Sales Engineer while offering full end-to-end responsibility for proposal or RFP response development on behalf of the Account.</li> <li>• Responsible to establish competence capabilities in emerging technology advisory consulting and business transformation practice portfolio ranging from UMTS to LTE SAE EPC, LTE Advance, LTE PS, LTE CA, LTE U - LAA, Voice Over LTE – VoLTE, LTE Broadcast – eMBMS, LTE D2D – LTE Direct, LTE MTC, IMS Convergence, Cloud RAN, NFV, SDN, M2M, IOT, 5G and Radio Spectrum Consulting.</li> <li>• Delivered services to Telco order management &amp; product lifecycle management for STC account.</li> <li>• Skillfully align technical solutions with corporate objectives and focus on expense reduction, increased revenue generation, operational readiness and collaborative strategic planning.</li> <li>• Offered post and pre sales technical support for current and new customers.</li> <li>• Extensive knowledge in cost estimation and ROI for the government projects like STC i.e Saudi Telecom Company.</li> <li>• Interacted with the bureaucrats and government officials of Saudi Telecom Company so as to update on KPI progress and network performance after upgradation of RBS 3000 to RBS 6000.</li> <li>• Performing customer product demonstrations and supporting targeted sales opportunities.</li> <li>• Extensive experience leading technical sales for telecom VAS with diverse operators possessing in-depth experience with government as well as private operators, proposal development, competitive bidding and negotiations.</li> <li>• Assist and participate in responding RFI, RFP, RFQ and commercials directly as well as with partners.</li> <li>• Responsible for staying current on competitive analyses and understanding differentiators between the company and its competitors.</li> </ul>
2011	<p><b>Ericsson Inc. USA (2 months)</b></p> <p><b>Network Pre-Sales Engineer</b></p> <ul style="list-style-type: none"> <li>• Reviewing and designing LTE Radio Network Design Parameters.</li> <li>• Performing site configuration checks, Power settings, Antenna configurations, implemented PCIs , PCI clashes , azimuth , Hand over parameters prior to the Drive test.</li> <li>• LTE Network Launch &amp; Cluster Optimization. Planning of RF parameter, Hardware configuration &amp; field level changes in Ericsson.</li> <li>• Ensuring KPIs to be met RSRP, RSRP statistics, DL/UL throughput, Latency.</li> <li>• Closely monitoring the Accessibility, Retainability &amp; mobility KPI's of the designated Cluster's.</li> <li>• Performing periodic Consistency checks and audit's on the Parameter's to make sure they are aligned with the design and agreed strategies.</li> <li>• One of the main problems on Accessibility or Degradation of CSSR (Call Setup Success Rate) KPI is Blocking or Congestion, in order to optimize this KPI performing an in depth analysis of the cells that are having low CSSR and figuring out which counter is reporting blocking.</li> <li>• Well versed with HSDPA and HSUPA (EUL) Optimization to get optimal throughputs on both Physical Layer and end User Application level.</li> <li>• Performed in-depth analysis in how to detect and solve specific network problems such as pilot pollution, missing neighbors, overshooting cells, IRAT locations, etc.</li> <li>• Well versed with statistics definitions, Counter's and Formulas.</li> <li>• Good at Ericsson OSS, Using MOSHELL and AMOS to change or view Managed Objects.</li> </ul>

2010 – 2011

### **Ericsson India Global Service Pvt. Ltd.**

#### **Network Design Engineer**

- Analysis of KPIs Accessibility (RACH issues, multiple RRC connection request etc.), Retainability (PS drops), Integrity, Mobility for UMTS and LTE networks.
- LTE network launch and cluster optimization, planning and designing of RF parameter, making field level changes, troubleshooting with Handover problem, tuning parameters.
- Providing Drive routes to DT engineer using MAPINFO and also defining cluster boundaries.
- Carry out basic parameter checks such as RSRP, SINR, and Throughput during the Test.
- Drive test analysis of 3G and 4G coverage and quality; call event analysis (CS/PS/HSDPA/EUL), handover analysis and missing neighbor analysis (3G-3G, 3G-2G, 2G-3G) using post-processing tool (Actix analyzer and Spotlight).
- Optimizing antenna orientation and tilt for UMTS and LTE coverage as well as signal quality enhancement.
- Worked as an UMTS RF Engineer performing daily NPI activities by monitoring daily and weekly network KPI's with the help of the network statistics and Optimizing the RAN (P6, P7&W10b) accordingly to meet the KPI Acceptance targets for AT&T as client.

## **Additional skills and achievements**

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### **IT**

MCOM and Map Info (advanced), Statistica (advanced), Microsoft Word and Power Point (expert), SPSS (expert), Business Objects (expert), Microsoft Excel (expert).

### **Achievements**

- BUGS'13 certified with over-all Ericsson business knowledge as well as technical competence awarded by Mr. Hans Vestberg, CEO, Ericsson.
- Consistently the top performer for the year 2011-14 in the RMEA (Region Middle East and Asia) and RNAM (Region North America).
- Awarded the Ericsson prestigious “President award” for the automation of UMTS Neighbor scrub.
- Awarded the “Power award and Ace award” for the FY 2013 and 2014 respectively.
- Topper of MS-Global Management Program with CGPA of 3.92 out of 4.
- Student Secretary nominated from the School of Electrical Sciences and successfully organised Riviera'10.
- Student coordinator for the School of Electrical Sciences and thereby responsible for the Technical fest i.e. eFusion'08.
- Class Representative for the 8 semesters during the undergraduate study.

### **Miscellaneous**

- Along with seven other students in 3 Continent Master of Global Management, raised almost \$6,000 for improvement projects at Asha Kiran Orphanage in Bhubaneswar India.
- Oversaw the implementation of a new drainage system, roofing, clean water source, painting, health insurance and school enrollment for 21 girls in the four months studying in India.