

AMIT DIXIT

Webpage: <http://inbravo.github.io> Email: amtdxt@yahoo.com

:: CURRENT FOCUS

- As a **Presales Architect**, offering support to customers in solution fitment, use case discovery, and complete engagement.
- As a **Senior Solution Architect**, assisting product engineering, architecture, technology, solution roadmap, and implementation

:: PROFILE

- Around 18+ years of experience in presales and product engineering
 - 4+ years with Presales in data engineering space: Pilots/POC, RFP/RFI/SOW/MSA, solution/technology approach, sales assistance, product showcasing, budgeting and estimation, customer, and engineering alignment
 - 14 years' experience in solution design and development in C/C++/Java/Scala technology space

:: CERTIFICATES

- TOGAF Certified
- AWS Solutions Architect
- Databricks Hadoop Migration
- Microsoft Azure Fundamentals
- Certified Scrum Master
- Member of the Association of Proposal Management Professionals (APMP)

:: CAREER

- Working with Impetus Technologies since Dec 2009 as Senior Solutions Architect
- **Presales responsibilities**
 - As a Presales Architect, taking care of sales engineering support for product/service offerings within the APJ, EMEA, and LATAM regions-
 - Partner Enablement for Technical & Sales
 - Pitching the Product for any new customer opportunities
 - Leading the Sales Conversations, Capability Presentations, Demo, POC, Use-case Design & Build
 - Optimum Sizing as per Customer Use-case & Budgeting
 - Participating as Speaker in various Events & Partner Workshops
 - Working closely with SI/GSI, Hyperscalars, and Formulating GTM Strategy
 - Provide Post-sales support to newly onboarded Customers.
 - Ownership of the entire Proposal process (RFI/ RFP/ RFQ, SOW, MSA, etc.)
 - Process management for vendor empanelment, tender submission, etc.
 - Solution design/architecture, technology selection, delivery roadmap, development, and training.
 - Work to build a personal connection with Partners and Customers in the Region
 - Travel Regularly in the APJ & EMEA regions for Partnership building and Customer meets.
- **Engineering responsibilities**
 - Worked on a virtual contact center solution to integrate 5 cloud-based CRM in the customer calling platform.
 - Architected several open sources based high-performance/available apps and Apache Spark-based analytics solutions to derive hidden insights from agent call logs.
 - Designing a query model assessment module for Hadoop based data warehouse transformation solution
- Worked with Tavant Technologies from Oct 2008 to Dec 2009 as technical lead.
 - **Responsibilities:** Design, technology selection, development, quality assurance, and release
 - **Projects:** Worked for a [digital video recorder \(DVR\) company](#) on a set-top box-based advertisements platform
- Worked with Impetus InfoTech from Mar. 2005 to Oct 2008 as Senior Software Engineer
 - **Responsibilities:** Design, technology selection, development, quality assurance, and release
 - **Projects:** Worked on career-grade solutions to provide [DNS-based services for internet telephony](#), [telephone number portability](#), and [telephone number pooling](#)
- ✓ Worked with **Sunup Software** (acquired by Motorola Mobility and again acquired by Arris Inc.) from Sep 2004 to Feb 2005 as Software Engineer

- **Responsibilities:** Development and quality assurance
- **Projects:** Worked on broadcasting domain applications like asset management and customer billing platform

:: SKILLS

Technical skill or relevant knowledge/experience	Experience [years]
Software Application/Server Platforms (Windows, Linux, Apache, Tomcat, JBoss, WebLogic)	12+
Programming languages (Java, Scala, C#)	14+
Web Platforms (Apache Struts/Axis/CXF, Spring, Atmosphere, Akka)	12+
Security (SAML, SiteMinder, SSOCircle, Kerberos/Spnego/NTLM)	5+
Java Script (Prototype, jQuery, SmartClient, SmartGWT, Play)	5+
Database Design & Development (E-R diagrams, SQL, PL/SQL, Oracle, MySQL)	3+
CRM Integration (SalesForce, NetSuite, MS Dynamics, Zoho, ZenDesk)	5+
Team Coordination (staffing & building strong teams, career mentorship, performance management, training)	9+
Requirement Analysis, Software Design & Architecture (Software requirements and user stories, UML, OOA/OOD)	18+
Big Data (Hadoop, Hive, Spark)	2+
Build & Release (P4, Git, SVN, CVS, Jenkins, Travis, Maven, Ant)	16+
SaaS & Cloud infrastructure (AWS, Azure, Databricks)	4+
DevOps & Infrastructure management (Chef, Capistrano, Vagrant, Packer, Docker, Kubernetes)	8+
Quality/Profiling Tools (JUnit, JMeter, PMD, Checkstyle, Sputnik, Sonar, Eclipse MAT and Lambda/PSI Probe/Jvisualvm/Byte code viewer/HxD hex editor/Wireshark/Tcpmon)	7+
Business Intelligence and ETL (Pentaho, Tableau, Tableau, PowerBI)	2+
Presales (Discovery, Preparation, Solutioning, Demonstration, RFP/RFI/SOW, Account Mining)	4+

:: QUALIFICATION

- ✓ **B.E. in Information Technology** from **C.C.S University** with First Division in **2003**
- ✓ 10+2 from U.P. board with Second Division in 1997 and 10th from U.P. board with First Division in 1995

:: SOCIAL CREDENTIALS

- ✓ GitHub: <https://github.com/inbravo>
- ✓ LinkedIn: <https://www.linkedin.com/in/amitnoida>

:: CONTACT

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