

AMIT DIXIT

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:: CURRENT FOCUS

- As a Presales Architect, focusing on cloud/ data engineering offerings within the USA, APJ, and EMEA regions.
- As a Technology Consultant, working with partners/ customers to plan the cloud transformation journey.

:: PROFILE

- Total 19+ years of experience
- 7+ years in Presales: Pilots/POC, RFP/RFI/SOW/MSA/DPA/Security Compliance, technology/ architecture consulting, solution showcasing, and alignment, project budgeting and estimation, and engineering alignment.
- 5+ years in technology consulting in the cloud/data engineering space
- 13 years in solution design and development of carrier-grade systems in C/C++/C#/Java/Scala

:: 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
- As a Presales Architect overseeing sales engineering for product and service offerings across the APJ and EMEA regions, my role encompasses a diverse range of responsibilities:
 - Leveraging solution design expertise in cloud greenfield/modernization and data engineering.
 - Presenting and promoting cloud migration products to capitalize on new customer opportunities.
 - Leading sales conversations, delivering capability presentations, conducting demos, managing proofs-of-concept (POCs), and designing use cases.
 - Demonstrating thought leadership in technology and navigating complex enterprise digital transformation programs.
 - Collaborating with customers with a strategic mindset to guide them through the digital transformation journey.
 - Tailoring optimal solution sizing based on customer use cases and budget constraints.
 - Working closely with partners, including System Integrators (SI), Global System Integrators (GSI), and Hyperscalars, to formulate effective go-to-market (GTM) strategies.
 - Taking ownership of Partner Funding Programs such as AWS-MAP/POC/D2E, Databricks-DCIF, and MS-ECIF.
 - Managing the entire proposal process, including Request for Information (RFI), Request for Proposal (RFP), Request for Quotation (RFQ), Statements of Work (SOW), Master Service Agreements (MSA), etc.
 - Engaging in solution design and architecture, technology selection, development of delivery roadmaps, and providing training.
 - Offering post-sales support, addressing security and IT clearance, data protection (DPA), and health safety clearance.
 - Cultivating personal connections with partners and customers within the region.
 - Actively participating as a speaker in various trade shows, events, and partner workshops.
 - Regularly traveling to the APJ and EMEA regions to deliver sessions, build partnerships, and prospect for new opportunities.
 - Developing and managing collaterals such as case studies, solution blueprints, and estimation calculators.
 - Taking charge of presales asset development, governance, and maturity.
 - This comprehensive skill set enables me to contribute significantly to the success of our organization in a dynamic and evolving market landscape.
- Engineering responsibilities

- Worked on a [virtual contact center solution](#) to integrate 5 cloud-based CRMs in the customer calling platform.
 - Architected several open source-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 a Hadoop-based data warehouse transformation solution.
- Worked with **Tavant Technologies** as Technical Lead from Oct 2008 to Dec 2009.
 - Responsibilities: Design, technology selection, development, quality assurance, and release
 - Projects: Worked for a [digital video recorder \(DVR\) company](#) on a set-top box-based advertisement platform
- Worked with Impetus Technologies 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 **Motorola Mobility** (Sunup Digital Systems) from Sep 2004 to Feb 2005 as a 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)	14+
Programming languages (Java, Scala, C/C++/C#)	14+
Web Platforms (Apache Struts/Axis/CXF, Spring, Atmosphere, Akka)	12+
Security (SAML, SiteMinder, SSOCircle, Kerberos/Spnego/NTLM)	10+
Java Script (Prototype, jQuery, SmartClient, SmartGWT, Play)	5+
Database Design & Development (E-R diagrams, SQL, PL/SQL, Oracle, MySQL)	5+
CRM Integration (SalesForce, NetSuite, MS Dynamics, Zoho, Zendesk)	5+
Team Coordination (staffing & building strong teams, career mentorship, performance management, training)	15+
Requirement Analysis, Software Design & Architecture (Software requirements and user stories, UML, OOA/OOD)	18+
Data Engineering (Hadoop, Hive, Spark, Glue, Redshift, Databricks, Synapse, Snowflake)	6+
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)	10+
Business Intelligence and ETL (Pentaho, Tableau, PowerBI)	2+

:: 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/amtinoida>