

# AMIT DIXIT

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## :: CURRENT FOCUS

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

## :: PROFILE

- Total 18+ years of experience
- 5+ 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.
- 4+ 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
- Presales responsibilities
  - Pitching the cloud migration products for any new customer opportunities
  - Leading the Sales Conversations, Capability Presentations, Demo, POC, Use-case Design, and Build
  - Working with customers with a strategic mindset to guide them in digital transformation.
  - Ownership of the entire Proposal process (RFI/ RFP/ RFQ, SOW, MSA, etc.)
  - Optimum solution sizing as per Customer Use-case & Budgeting
  - Solution design expertise in cloud greenfield/modernization and data engineering
  - Working closely with partners (SI/GSI, Hyperscalars) to formulate GTM Strategy
  - Ownership of Partner Funding Programs (AWS- MAP/POC/D2E, Databricks-DCIF, MS-ECIF)
  - Solution design/architecture, technology selection, delivery roadmap, development, and training.
  - Provide Post-sales support (security clearance, data protection clearance, etc.) to newly onboarded Customers.
  - Participating as Speaker in various Trade Events, Partner Workshops, etc.
  - Travel Regularly in the APJ & EMEA regions for Delivering sessions, Partnership building, and Prospecting.
  - Development/ management of collaterals like project KPIs, case studies, solution blueprints, estimation calculators, proposal templates, engineering/ marketing and presales connect process, etc.
- 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 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 advertisements 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 carrier-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 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/amitnoida>

## :: CONTACT

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