AMIT DIXIT

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:: CURRENT FOCUS

As a Presales Architect in London, I drive data engineering/science initiatives throughout Europe. I also serve as a Technology Consultant, collaborating with partners and customers to architect their cloud transformation roadmaps.

:: PROFILE

- Total 20+ years of experience
- 8+ years in Presales: Pilots/POC, RFP/RFI/SOW/MSA/DPA/Security Compliance, technology/ architecture consulting, solution showcasing, alignment, project budgeting and estimation, and engineering alignment.
- 6+ 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
- Member of the Association of Proposal Management Professionals (APMP)

:: CAREER (Impetus | Tavant | Motorola Mobility)

- Working with **Impetus Technologies** since December 2009 as Senior Solutions Architect
  - As a Presales Architect overseeing sales engineering for product and service offerings across the 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, presentations, demos, proofs-of-concept (POCs), and designing use cases.
    - Demonstrating thought leadership in technology and navigating complex digital transformation programs.
    - Customer collaboration 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.
    - Offering post-sales support, 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.
    - Developing collateral materials, including case studies, solution blueprints, and estimation calculators.
    - Taking charge of presales asset development, governance, and maturity.
    - This comprehensive skill set enables me to make significant contributions to the success of our organization in a dynamic and evolving market landscape.
  - Engineering responsibilities
    - Worked on a virtual contact centre solution to integrate five cloud-based CRMs into the 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 a 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 Digital Systems (acquired by **Motorola Mobility**) from September 2004 to February 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#, Python)	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)	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, 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 CCS 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/inbravo
· Insta: https://www.instagram.com/indian.bravo