**AMIT DIXIT**

Webpage: <http://inbravo.github.io> Email: [amtdxt@yahoo.com](mailto: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](https://www.tivo.com/) 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](https://www.communications.neustar/global-numbering-insights), [telephone number portability](https://www.npac.com/), and [telephone number pooling](https://nationalnanpa.com/)
* 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**

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| --- | --- |
| **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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