**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](https://www.8x8.com/products/contact-center) 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](https://www.tivo.com/) 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](https://www.communications.neustar/global-numbering-insights), [telephone number portability](https://www.npac.com/), and [telephone number pooling](https://nationalnanpa.com/)
* 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**

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| --- | --- |
| **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>