Karthikeyan Krish

Technical Solutions and Marketing Professional

CONTACT

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EDUCATION

Bachelor of Technology,
Information Technology from Tagore
Engineering College, Anna University,
Chennai, 2007–2010

Master of Business Administration,
Technology from College of
Engineering, Guindy, Anna University.
Part-time. 2012–2014

PROJECTS

Hosted in GitHub

- Grafana Monitoring for MSP NOC portal via R1 API
- Firmware selector for Partner presales and technical team
- EvenACT - Python automation script for PoC success read events and update blocklist via REST API

With over 14 years of extensive experience in networking and security strategy encompassing Switching, WLAN, Cloud Authentication, and ZTNA solutions, I bring forth a robust background in technical sales and marketing. Proficient in assessing client requirements, I excel in devising comprehensive digital strategies aimed at enhancing revenue streams and fostering brand expansion within the networking and security domain.

PROFESSIONAL EXPERIENCE

Senior Systems Engineer - Enterprise   Extreme Networks, Bangalore
June 2023 – Present

- Focussed Enterprise strategic GTM with specific products
- Nominated from India for SE beta testing Cloud IDM/NAC and ZTNA products. Provided valuable feedbacks for improvement of product in customer positioning.

Senior Technical Marketing Manager   Ruckus Networks, Remote India
April 2022 – May 2023

- Spearheaded Migration stragies and GTM initiatives for new Cloud product
- Helped SE team do successful PoC demonstrating modern fabric, IPTV, Automation solutions resulting in multi-year contract
- Developed compelling technical content, guides, and solution briefs, aligning with customer requirements and market demands that is used in SE and partner training resulting in substantial reduction in SE queries.
- Mentored 2 engineering interns to kickstart their career into networking.
- See all publications, posters and talks

Senior Systems Engineer - South India, Sri Lanka   Ruckus Networks, Chennai
and Maldives - Sep 2017 – Apr 2022

- Managed distributors and SI teams, developed fraternity skills in Ruckus and brocade solutions, Kept the teamsprit intact across acquisitions.
- STAR Award winner for 3 years and Enterprise cross-sell award in 2018.

Systems Engineer - Wireless, NAC and Application   Extreme Networks, Chennai
analytics, India - Sept 2014 – Aug 2017

- Conducted numerous Partner enablement sessions inform of workshops, trainings, demodays etc.,
- Successfully finished large ticket PoC in Enterprise customers for NAC, NMS from Aruba line

CERTIFICATES

- Path to **CWNE** (Certified Wireless Network Expert) (Certified Professional in CWSP[Security], CWDP[Design], CWISA[IOT], ongoing CWAP[Analysis],)
- Amateur Radio Operator License (**Ham**) from Telecom Regulatory Authority of India (TRAI) | Callsign VU3EFU
- Microsoft Certified **Azure** Fundamentals, **AWS** Solutions classroom training for Partners, **VMware** VTSP, **RedHat** Certified Engineer
- Past and current Vendor certifications from Cisco, Aruba, Extreme and Ruckus. See more at LinkedIn

EVENTS

- **Keynote speaker** – IoT congress – Smart city track – NIMHANS 2018
- **Guest speaker** at events
  More details and pictures

SKILLS

Customer presentation, Requirement analysis, Competitive analysis, Market management, Product management, Python, Presales, Sales, Revenue

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Sr. Technical Consultant - South II   Aruba Networks (via Inflow)
Dec 2013 – Aug 2014

- Conducted numerous Partner enablement sessions inform of workshops, trainings, demodays etc.,
- Successfully finished large ticket PoC in Enterprise customers for NAC, NMS from Aruba line

Jan 2012 – Dec 2013: **Presales Executive** South & East at Accel Frontline Limited

- Assist the account team to achieve sales revenue targets, tech consulting to prospective customers for Networking and Security products from various OEM.
- Designed for Datacenters, Security, Firewall, WAF, Switching, Wireless domains.

Jul 2010 – Dec 2012: **Presales and Technical Engineer** at Netcon Technologies Ltd

- Led a team of technical engineers for design and deployment of network and security projects. Helped Coimbatore land tax revenue department go digital.
- Engage with customers and OEM pricipals to derive system requirments, design cost effective risk-free solution.

Jul 2006 – May 2007: **Network Support Engineer** at Unity ElectroSystems Pvt Ltd

- Designed and deployed first Asterisk based call center project across TN with home-grown PHP helpdesk developed by myself for ELCOT.

PUBLICATIONS

Guide Dog: Monitoring Ruckus MSP Cloud with Grafana

- Observability: This Guide dog is a How to guide/Tutorial to show how to setup and use Grafana, an open-source data visualization and monitoring platform to monitor the performance of a Ruckus Cloud MSP platform. Link

Deployment Guide: Migration Guide for APs from ZoneDirector to Unleashed Cluster

- This document provides the procedures to migrate Ruckus APs from ZoneDirector to Unleashed Cluster. Link

Deployment Guide: Migration Guide for APs from ZoneDirector to SmartZone Network Controller

- This document provides the procedures to migrate Ruckus APs from ZoneDirector to SmartZone Network Controller. Link

HONORS AND AWARDS

- Ruckus STAR award
  - Innovation Contribution to Ruckus Global SE Curriculum – Sep 2021
  - Contribution to Partner trainings and development during lockdown – July 2020
  - Excellent contribution in perfecting Presales configurator tool – Sep 2019
  - Initiative & Ownership of acquiring targeted Enterprise IT/ITES customers – Dec 2019
- Ruckus SE Enterprise crossover award – Jan 2019
- Winner in "Cisco Unified Access Challenge-2013"
- Runner-Up in "The Cisco Mastermind Quiz 2012"