**JASANMEET SINGH BS,MBA,MS** ***044-7384227574*** ***js1033@student.le.ac.uk***

*Pre-sales Consultant, Azure Cloud Consultant, Program management*

I am a highly accomplished result-driven technology professional with 11 years of experience working in different roles in the

Technology industry with a focus on software development techniques, and cloud pre-sales consulting and post-sales support for

companies such as Accenture and Microsoft.

The professional pursuits are backed up with an MBA, and BS And MS in computer science.

***Industry Knowledge :*** *Telecom, Public Sector, Financial Services*

***MS Project Sep20-Dec20***

* Designed a micro-services based e-com application using Azure service fabric, used azure containers for deployment in Azure container service with azure VM , and used Azure AKS orchestrate the microservices.
* REST API Development with Visual Studio and delivery using Azure Boards, Azure Repos(Git), Azure pipelines, Azure artifacts and Azure Test plans.

# MS Candidate (Leicester University) Jun’19- Aug’20

* Independent research on Azure VM consolidation Techniques for bringing energy efficiency in data centres.
* REST API Development with Visual Studio and delivery using Azure Boards, Azure Repos(Git), Azure pipelines, Azure artifacts and Azure Test plans.
* Decision-making framework for cloud computing with a focus around cloud economics, cloud security, cloud Governance, scalability and agility concerns associated with cloud computing.
* Concepts and frameworks around SOAP, WSDL, UDDI, and SOA work-flows using Microsoft WCF and Microsoft Work-flow foundation frameworks.
* Service-oriented architecture methodologies, and Rest API design using Azure and .net Framework (WEB-API MVC architecture).
* Domain-Driven software development and Code Generation techniques using UML, EMF, and aspect-oriented programming techniques, build Management using tools such as Gradle, NoSQL Technologies, such as Cosmos DB.

# Microsoft Sdn Bhd (Client success Manager, Pre-sales - Brunei) Jan’16-Jun’18

Customer Success Manager (ATS role) is an account-focused pre-sales/trusted customer advisor role responsible for managing Microsoft’s technology relationship with the CIO/CTO and their respective teams.

* Worked with Public- Sector Group, and orchestrated account planning for complex projects with various CIO's/CTO's in public sector. Spearheaded new business opportunities by landing new clients, and drove adoption of tangible Microsoft Technologies in Compute, Storage and networking space.
* Conducted discovery meetings around cloud economics & qualitative benefits around move to office 365, move SQL Server workloads and Share-point workloads to Azure cloud. This led to the increase in sales pipeline by 30% and sales closure by nearly 20%.
  + Worked with the government on modernization of their private cloud solution and suggestion around Azure hybrid cloud solution. This led to the automation of virtualized data centre to private cloud. This automated the provisioning of resources by increased operational efficiencies by almost 20%.
  + Worked with department of Brunei to centralize the information (data) on government Online services to increase the efficiency of government agencies, for usage by citizens, local businesses, and non-local businesses.
  + Led technical conversations and secured wins across SMB that involved heavy competition both against traditional onpremise solutions as well as against other cloud providers.
  + Further led the deployment model for Windows 10, Microsoft Azure range of products and Office 365 technologies and increased adaptation of Windows 10 by 60%, Microsoft Azure technologies around 20% and Office 365 more than 30%.

## Trinity MBA Consulting Project (UDG Plc.) Strategy Consultant, Jan’15-Aug’15

* Designed strategic value chain for pharmaceutical industry and identified profit margins within specific components of value chain.
* Used tools such as Pestle, Portal, SWOT and competitor analysis, market needs analysis, market trends analysis and customer analysis in during various facets of project lifecycle.
* Led project involving 5 Business graduates in academic environment and delivered the blueprint for change document for UDG, and proposed Key account management and Customer life-cycle management solution for growth in US market.
* Analyzed UDG Plc. organization with the various financial, organizational, market centric view and helped C-level executives to visualize the proposed solution from growth prespective.

## Accenture Service Pvt. Ltd. (British Telecom Retail) Technology Consultant, Dec’09-Sep’14

* Performed Activities such as Requirement Analysis (functional and non-functional), Proof of Concept design, Presentations for OSS telecom solution.
* Performed Stakeholder analysis, Elicited requirements for the client, participated in requirement workshops, designed use-case diagrams & sequence diagrams and performed structured walk-throughs for the client.
* Implemented around Ten critical application builds and releases costing USD $500,000 for British Telecom.
* Mentoring on e-Tom framework and E2E journeys of Lead to Cash and Trouble to resolve journeys and involvement in SDLC (Software development life-cycle from various facets).
* Documentation of SRS and test case documents, test specification documents, built test scripts and test cases for operational support services solution. Furthermore, developed test strategy, test approach, test cases for a telecom client.
* Acquired sign offs for an entire set of test deliverables from Test Approach to Test Closure documents from project managers/Business Analysts.

**Various Start-ups** Co-Founder, Jan’09-Nov’09

* Performed Activities such as website development, Website designing, website maintenance tasks and few other tasks such as Sales, marketing, negotiations about pricing, Customer engagements etc.
* Designed the 3-Tier architecture solutions for the client’s customer facing websites, using java and .net technologies and performed activities around it.
* Worked on various J2EE and .net software development tools i.e. Struts, Hibernate, JSP, Servlets, JDBC, Asp.net, .net-Core for software development.