

## Contact

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## Top Skills

Information Technology

IT Automation

FinOps

## Languages

Gujarati

English

Hindi

Marathi

## Certifications

Instana by IBM Sales Foundation

Maximo Application Suite  
Deployment

IBM Cloud Pak for Automation -  
Architect

## Honors-Awards

Best Player of the Team

Team Performance Award

Certificate of Appreciation

Certificate of Appreciation

# Jignesh Kumar Panchal

Enterprise Architect | Brand Technical Specialist - IT Automation & FinOps | Helping Businesses Optimize & Scale  
Stockholm, Stockholm County, Sweden

## Summary

As a seasoned Senior Solutions Architect at IBM Sweden, I've successfully delivered innovative AI and cloud-based solutions across diverse industries, including banking, automotive, health, retail, government, finance, and insurance. My deep expertise in Enterprise and Solution Architecture, coupled with a passion for emerging technologies, enables me to design and implement solutions that drive tangible business value.

I've excelled in presales roles, driving MVPs from concept to implementation. By understanding client needs and aligning them with technological capabilities, I've consistently delivered innovative solutions that address business challenges and drive growth. My ability to bridge the gap between technical complexity and business needs ensures that solutions are not only innovative but also practical and implementable.

Beyond my technical skills, I'm a dedicated leader who empowers and inspires teams to achieve their best. I'm passionate about fostering a culture of innovation and continuous learning, and I'm always seeking new opportunities to develop my own skills and those of my team..

## Core Competencies:

Enterprise & Solution Architecture, Cloud Native Development, Containerization & Orchestration (OpenShift, Kubernetes), Microservice Architecture, Application Modernization, Project Leadership, Enterprise Design Thinking, Domain-Driven Design (DDD)

## Certifications:

TOGAF® 9.2, Red Hat Certified in Containers & Kubernetes, AWS Solutions Architect - Associate, Oracle Cloud Infrastructure Certified

# Experience

## IBM

3 years 11 months

### Brand Technical Specialist - IT Automation and FinOps

January 2025 - Present (7 months)

Stockholm, Stockholm County, Sweden

As a Brand Technical Specialist in IT Automation and FinOps, I specialize in helping organizations optimize their IT and cloud investments using IBM's industry-leading enterprise solutions - IBM Turbonomic, Instana, Concert, Kubecost, Apptio, and Cloudability.

In this role, I work closely with the Automation Sales team to identify opportunities, support new deals and transactions, and ensure successful Proof of Value (PoV) and Proof of Concept (PoC) engagements.

My focus is on:

- Helping businesses improve IT performance and manage cloud costs efficiently
- Running PoVs and PoCs to show the value of automation and FinOps solutions
- Supporting deal closures by aligning technology with business needs
- Following a structured sales process to ensure smooth execution
- Acting as a trusted advisor by guiding customers in their automation and FinOps journey

### Senior Solutions Architect | Pre-Sales | Client Engineering

September 2021 - January 2025 (3 years 5 months)

Sweden

In this role, I worked closely with clients to design and implement AI and cloud-based solutions, leveraging IBM's full product portfolio to align with their business goals.

- Led pre-sales efforts, taking ownership of the architecture and delivery of MVPs, ensuring alignment with client objectives from initial planning through execution.
- Delivered PoCs to demonstrate the value of AI technologies like Generative AI, LLMs, and RAG AI frameworks, helping clients make informed decisions.
- Collaborated with the sales team, providing strategic input to close deals and setting clear roadmaps for smooth transitions from sales to implementation.

- Contributed to product development and IT architecture, driving innovation and ensuring that solutions met both technical and business requirements.

## Scania Group

### Enterprise Solutions Architect

January 2018 - September 2021 (3 years 9 months)

Sodertalje, Sweden

- Driving compliance with European Union (EU) regulations and industry standard.
- Designing and delivering tailored IT solutions to address complex compliance requirements.
- Leading development teams to build scalable and performant applications.
- Expertise in cloud migration (AWS), application development, and software engineering best practices.

#### Projects:

- SDS, SPIL, Salesportal, ReCO2, Cable Harness, CRP, CoC, PIICO2 Bus, China6, REACH/SCIP

## Larsen & Toubro Infotech Ltd

7 years 2 months

### Software Architect and Project Manager

July 2013 - December 2017 (4 years 6 months)

Sodertalje, Sweden

- Proven track record in various roles, including onsite coordination, project management, development, and team leadership.
- Expertise in software architecture, full-stack development, solution design, and project management.
- Mentoring and developing team members to achieve project goals.

#### Projects:

Salesportal, SPIL

## Senior Software Developer & Team Lead

November 2010 - June 2013 (2 years 8 months)

The Hague Area, Netherlands

- Bridging the gap between clients and development teams as an onsite coordinator.
- Driving project success through effective requirement analysis, planning, and development.

- Ensuring timely delivery of project deliverables by managing releases and planning effectively
- Mentoring and developing junior team members to foster a strong development culture.

Projects:

- SDS-Q

Client: Scania Networks B.V.(Netherlands)

## Fidelity National Information Services

### Software Engineer

January 2010 - October 2010 (10 months)

Mumbai Area, India

- ACBS Application development using .NET, LANSa, Visual LANSa
- Exhibited cross-platform technology expertise, direct client interaction
- Mentored new team members

Projects:

- ACBS (Advanced Commercial Banking System), FIS GLOBAL, US
- ACBS Navigator, FIS GLOBAL, US

## Tech Mahindra

### Technical Associate

June 2007 - December 2009 (2 years 7 months)

Mumbai Area, India

- ACBS Application development using .NET, LANSa, Visual LANSa
- Implemented notification services serving different FIS clients across the globe

Projects:

- ACBS (Advanced Commercial Banking System), FIS GLOBAL, US
- ACBS Navigator, FIS GLOBAL, US

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## Education

University of Mumbai

Bachelor of Engineering - BE, Information Technology · (June 2004 - May 2007)