



# Kamal Thakor

✉ kamalt@rocketmail.com  
☎ +1 (289) 830-8942  
📍 Ajax, Ontario, Canada  
<https://www.linkedin.com/in/kamal-thakor>

## Professional Summary

- Solutions Architect with 17+ years of global experience helping enterprises modernize data protection, cyber recovery, and cloud resilience.
- Known for bridging **technical depth with business value**, I specialize in **pre-sales solution design, customer workshops, and executive engagement**.
- Skilled at aligning client needs with **Dell, Azure, AWS, and hybrid-cloud data protection solutions**, I have a proven record of guiding enterprise clients through migrations, cloud tiering, and cyber resiliency projects across North America, EMEA, and APJ.
- Skilled in delivering high-impact client presentations, facilitating negotiations, and ensuring seamless integration of AI-powered business solutions to enhance productivity and security.
- Expertise in backup & recovery, security, compliance, infrastructure modernization, and cloud security
- Consistently recognized for surpassing client and project expectations, my performance has been acknowledged through multiple accolades attesting to my commitment to excellence

## Core Competencies

- **Pre-Sales & Customer Engagement** – Solution workshops, PoCs, demos, RFP support, stakeholder influence
- **Cloud & Hybrid Data Protection** – Azure, AWS, GCP integration with Dell Data Domain & PPDM
- **Data Protection Solutions** – Dell (Avamar, NetWorker, Data Domain, PPDM, Cyber Recovery Vault), Commvault, Veeam, Rubrik, Cohesity, IBM Spectrum Protect
- **Cybersecurity & Compliance** – Cyber Recovery, CyberSense, Zero Trust frameworks, PCI, NIST, CIS
- **Consulting & Delivery** – Architecture design, migrations, large-scale implementations, escalation management
- **Business Impact** – Value-selling, ROI justification, executive presentations, risk reduction strategies

## Professional Experience

### Founder & Principal Consultant

*Vivanka Inc., Toronto, Canada*

*Apr. 2024 – Present*



Provided consulting services to Canadian enterprises on modernizing backup and cyber recovery strategies. Delivered end-to-end architecture, migration, and implementation services while engaging with stakeholders to ensure business alignment.

#### Key Engagements:

- Led a 6-month engagement to migrate legacy NetWorker environment to latest version, modernizing backup infrastructure & improving recovery SLAs.
- Designed and deployed **PowerProtect Data Manager (PPDM)** with **Data Domain** and cloud tier across primary and secondary sites, enabling cost-optimized long-term retention.
- Executed multiple PPDM + Data Domain projects, positioning Dell solutions for hybrid-cloud adoption with Azure cloud tier integration.
- **Pre-Sales Impact:** Delivered architecture design sessions, conducted solution workshops, and influenced customer adoption of Dell Technologies by articulating both technical benefits and business value (compliance, cost efficiency, cyber resilience).

### Consultant Solutions Architect

*Dell Technologies, Toronto, Canada*

*Oct. 2018 – Apr. 2024*



Pre-sales and delivery specialist for Data Protection Systems (DPS), engaging enterprise clients across North America. Designed and presented Dell's portfolio (NetWorker, Avamar, Data Domain, PPDM, Cyber Recovery) in hybrid-cloud and cyber resilience strategies.

- Served as a **trusted advisor** guiding executives through cyber recovery and cloud backup strategies.
- Partnered with sales teams in **pre-sales engagements**: client workshops, PoCs, technical presentations, RFP responses.
- Introduced **Generative AI-enabled automation and threat detection** into data protection architectures, enhancing security posture.
- Presented at industry events and Dell webinars, improving brand positioning and pipeline growth.
- Influenced adoption of Dell DPS in multi-cloud strategies with Azure, AWS, and GCP integrations.

### Senior Advisor Solutions Architect / Senior Solutions Architect / Solutions Architect

*Dell EMC Middle East, Dubai, United Arab Emirates*

*Jul. 2013 – Oct. 2018*



Progressively promoted from Solutions Architect to Senior Advisor, driving **pre-sales, solution design, and customer success** for GCC clients. Collaborated with sales, delivery, and engineering teams to position EMC/Dell DPS portfolio.

- **Pre-Sales Leadership:** Conducted PoCs, solution workshops, and executive briefings for major accounts in Saudi Arabia, Qatar, UAE, and Kuwait.
- **Business Wins:** Supported account teams in securing multi-million-dollar contracts by aligning solution designs with business outcomes.
- **Recognition:** Awarded *Solution Architect of the Year – Gulf & Pakistan (2014)*.
- Delivered hybrid-cloud data protection, cyber recovery, and large-scale migrations for Fortune 500 clients.
- Led the migration of on-premise applications to Google Cloud Platform (GCP), utilizing Compute Engine, Cloud Storage, and Cloud SQL, resulting in a 30% reduction in operational costs.

### Senior Implementation Delivery Specialist

*EMC Middle East, Dubai, United Arab Emirates*

*Oct. 2010 – Jul. 2013*



- Delivered implementation services for backup and recovery solutions to customers in the GCC region, ensuring adherence to specifications and design documents.
- Managed implementation delivery of services to achieve high customer satisfaction (95% for most of the customers).
- Collaborated with EMC colleagues worldwide to resolve technical issues encountered during implementations.
- Identified client needs, assessed risks, and recommended appropriate product offerings to meet objectives.

### Implementation Delivery Specialist

EMC Data Storage India Pvt. Ltd., New Delhi, India

Oct. 2007 – Oct. 2010



As an Implementation Delivery Specialist for Backup & Recovery Systems (BRS) at EMC, I deployed backup and recovery solutions for customers in South Asia.

#### Key Contributions:

- Provided delivery services for backup and recovery solutions to customers in the South Asia region.
- Implemented a combination of EMC products including NetWorker, Data Domain, Avamar, Data Protection Advisor, Homebase (BMR) solutions, EMC EmailXtender (SourceOne), and EMC DiskExtender.

### Technical Consultant / Implementation Specialist

EMC Thailand, Bangkok, Thailand

Sept. 2006 – Oct. 2007



As a Technical Consultant and Implementation Specialist for Backup and Recovery solutions at EMC, I provided technical consultancy and delivered information protection solutions to clients in the APJ region.

#### Key Projects:

- Implemented NetWorker at various organizations including PTT Thai Oil Public Co. Ltd, Ministry of External Affairs (Bangkok), DTAC, True Move, Siam Pharmaceuticals, and Mitsubishi Motors Ltd.
- Implemented DiskXtender for UNIX/Linux at BAAC.
- Developed Java code for file permissions settings before archiving using DiskXtender for a customer in Malaysia.

### Educational Qualifications

**M.Sc. Computer Science**, Asian Institute of Technology, Bangkok, Thailand

**B.Sc. Computer Science**, Assumption University, Bangkok, Thailand

### Learnings & Certifications

- Dell EMC Certified Implementation Engineer, Avamar, NetWorker, Data Domain, PPDM
- Dell EMC Certified Information Storage Associate
- Generative Artificial Intelligence Fundamentals (DataBricks)
- AWS Cloud Bootcamp from ThinkCloudly
- AWS Solutions Architect Associate (in progress)
- Azure Fundamentals (pending certification)

### Key Achievements / Honors & Awards

- Solution Architect of the Year Award - Gulf & Pakistan (2014)
- Led backup & recovery transformation projects for Fortune 500 clients
- Automated backup & disaster recovery workflows, improving operational efficiency by 40%
- Conducted cyber resilience assessments and implement zero-trust security measures for large enterprises
- Computer Science Student of the Year – 1996