

MANOJKUMAR

APPLICATION ENGINEER

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RELEVANT SKILLS

- Pre Sales
- Cross team collaboration
- Product Management
- Deep understanding OEMConfig
- Android Technical support.
- Android Studio(ADB)
- Expert in Mobile device Management(MDM & EMM)
- Expert in Mobile computers, Rugged Android mobiles and Tablets, RFID readers and POS devices.
- Product/Project management
- Communication and Partnership management

MAJOR PROJECT

- Worked in a Tender for Austria's major postal service client and won the tender.
- Worked in a Bluebird's MDM solution BOS Nest as a Product Manager, did competitor analysis and worked with different teams internally, done user research to make the product perfect market fit.
- Participated in many conferences in Germany, Austria and Turkey.
- Worked as a Pre sales engineer one of biggest project Coupang and acquired the project.
- Handled Major accounts of the organization like Austria Post, Zara, Thai Post, Coupang and Uniqlo.
- Have extensive travel experience and conducting workshops, partner engagement shows and resolving technical issues.

WORK EXPERIENCE

1. Application Engineer

BLUEBIRD,Inc (Feb 2023 to Present)

- *Managing some major products like Mobile Computers, Payment devices, Rugged Android PDA, Barcode Scanners, Enterprise Tablets and MDM Solutions.*
- *Collaborating with sales, Engineering, design teams to provide high quality solutions to the customer.*
- *Helped in acquiring 3 million dollar tender by analyzing competitor strength and weakness and pitching better solution to the customer.*
- *Handling customers from following regions EU, AMEA and Japan.*
- *Mobile device Management(MDM) expert (Airwatch, SOTI, Esper, Wize, SureMDM...) experience in handling more than 3 lakh devices.*
- *Worked as a Product Manager for Bluebird's own MDM solution (BOS Nest)*

EDUCATION HISTORY

Electronics and Communication Engineering(B.E)

Institution: Sri Shakthi Institute of Engineering and technology

Year of Graduation: 2023 with 7.4 CGPA

- *Best out Going student(2023)*
- *Sports Secretary(2019-2023)*
- *Placement Co-ordinator*

CERTIFICATIONS

Product Management(IIBA) & Technical Product Management(IIBA)

Institution: International Institute of Business Analysis.

Certified Android Enterprise Expert

Google Android Enterprise

Front End development(React.js)

Institution: Relevel by Unacademy