



## PINAKI MUKHERJEE

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## STRATEGIC TECHNICAL CONSULTING ~ PRODUCT & TECHNOLOGY PRESALES ~ DELIVERY MANAGEMENT - CLOUD TECHNOLOGIES

*Offering rich and diversified IT experience of more than 24 years; strong credentials in delivering optimal results and business via technology solutions; can be headhunted for a Top Management/ Senior Managerial level position across any functional sectors. Have strong Presales and onsite project delivery experience in European markets. Currently based out of Noida, India*

### SUMMARY OF SKILLS

Multi-functional expert, technically inclined and highly empowered professional with significant experience acquired over the years in diverse areas encompassing **Digital Transformation, Cloud Adaptation Strategies, Technology & Innovation Practice, Global Delivery Integration and Pre-sales, Business Solution Architecting, Microservices Architecture Design, Application Containerization & deployment on kubernetes platform, Strategic IT Roadmap Development, Business Process Re-Engineering, P&L Accountability, Business Relationship Management, Capability Building and Team Management.**

Currently spearheading as Deputy General Manager / Enterprise cloud Architect with Cloud Native Practice Global Team

- Proven ability in Cloud readiness assessments, Application discovery, containerization, defining strategy & roadmaps for cloud based turnkey projects and hybrid cloud solutions and being the driving force for development of cloud native solutions.
- Experienced in demonstrating capability in migrating application workloads to public cloud or on-premises PaaS platform.
- Proven ability in developing Case Studies, Use Cases and Client References to create a **winning deal out of a potential opportunity**. Highly experienced in leading both delivery projects as well as presales exercise involving preparation of response to RFP/RFI, customer presentations and bid defence.
- Well versed in providing thought leadership and managing Cloud Technology practice.
- **Team builder, strategic thinker** and effective communicator.
- Highly experienced in developing and maintaining **effective working relationships** with program/project sponsors and other key stakeholders, both internal and external, to ensure full commitment and support for the success of the project.
- Proven ability to command credibility with key stakeholders, and to influence and negotiate at a senior level.

#### Technical Expertise in:

- **Cloud Readiness Assessment.**
- **Application Modernization** design principles, Microservices architecture design.
- **Containerized IT** setup and application deployment.
- Designing architecture blueprints for **multi-cloud**, multi-region deployment of containerized application workloads.
- Implementing **DevOps** to enable fully automated migration of workloads to cloud.
- **Modernization Tools** like mono2micro offered by IBM and EMP and App2Container offered by AWS.

#### Very Strong in Presales:

- Proficient in defining strategy and execution paths to Increase technology sales, exceeding targeted goals.
- Developing profitable & productive business relationships and building an extensive client base.
- Demonstrated ability to lead teams & prioritize initiatives.
- Possess a high degree of passion, energy, drive and willingness to travel.
- Strong understanding on how to be a partner to sales team and drive opportunity and market-based success.
- Experienced in developing a scalable, repeatable model in Presales with key technology business partners.

#### Strong in Project governance:

- Well experienced in setting up governance structure for efficient execution of cloud-based projects.

## Technical Skills

Cloud Technologies	<ul style="list-style-type: none"><li>• Cloud Native Development Principles - microservice architecture, design patterns, modern development frameworks, development tools</li><li>• Application containerization and architecture design for deployment on RedHat OpenShift and other public cloud PaaS services like Azure AKS, azure application services for containers.</li><li>• App modernization &amp; containerization tools offered by IBM and AWS.</li><li>• Hybrid cloud strategies, Multi-cloud deployments</li><li>• Multi-cluster containerized deployments.</li><li>• Pivotal PAL Certified on Application Modernization architecture design.</li><li>• DevOps Implementation - Automation, CI/CD using Azure DevOps, Jenkins</li><li>• Service Mesh (istio) understanding.</li><li>• Cloud Security &amp; Compliance</li><li>• Day-2 Cloud Operations Support Model</li><li>• Project scoping, SOW preparation and Negotiating Contracts</li><li>• High Level knowledge of Cloud Foundation Design and on-premises DC INFRA setups.</li></ul>
Programming Language, DB, OS and other Skills	<ul style="list-style-type: none"><li>• Knowledge of J2EE, Integration Middleware, Access Management and Database Technologies, all standard OS platforms.</li></ul>
Domain Expertise	<ul style="list-style-type: none"><li>• Telecom Sector - (India)</li><li>• Global Transport Logistics and Freight Movement (United Kingdom)</li><li>• Electronic Fund Transfers via Bank's settlement systems BACS, CHAPS etc. - (United Kingdom)</li><li>• Rural land mapping and environmental development - (United Kingdom)</li><li>• Energy &amp; Utilities Domain - (India)</li><li>• Smart Metering Domain – (India)</li><li>• Railways IRCTC e-Ticketing System (India)</li><li>• E-Governance: - (India)</li></ul>

## PROFESSIONAL EXPERIENCE

**HCL TECHNOLOGIES CLOUD COE GLOBAL TEAM ♦ since Aug'17 till date.**



**Deputy General Manager/ Enterprise Cloud Architect**

- Spearheading HCL's Cloud Native Services Practice as a Cloud Migration Strategist with both PreSales and delivery responsibilities. Leading overall technical solution/ validation of Solution Architectures - from presales / inception solution design to implementation governance.
- Responsible for providing architecture thought leadership and expertise in shaping enterprise cloud migration programs.
- Efficiently providing technical guidance in Cloud Readiness assessments of applications, Cloud Native Development and Application Modernization Best Practices and Application Containerization.
- Developing factory model for accelerated cloud migration exercise. Assisting in setting up a fully automated Application Delivery / DevOps approach.
- In a PreSales capacity, working proactively with the Cloud Sales team across geographies to identify potential business opportunities.

### Instrumental in:

- Cloud Solution strategy building, positioning service offerings based on customer's long term and Short-term IT needs.
- Winning several orders on Cloud Migration.

### Highlights

- Successfully steered onsite cloud readiness assessments and value stream analysis for European clients under aggressive timelines and challenging situations and converted it into business proposals/large deals with attractive value proposition for customers.



**Associate General Manager/ Senior Architect**

- Responsible for the development of technology plans and roadmaps for targeted organization.
- Instrumental in designing Business and Enterprise Architecture along with Strategy for the group.
- Developed delivery teams and provided inspirational guidance & efficient leadership to achieve excellence.
- Engaged with senior client staff, from both a business and IT perspective, to understand and define their needs, and subsequently to define the solution and high-level architecture to meet these requirements.
- Interfaced with the internal product/bid management/Design/commercial teams & External partners to build a specific solution & service design as per customer requirements.
- Provided strategic inputs in managing the end-to-end presales process for clients and partners from Request for Proposal (RFP) responses through to solution defense and tailored product demonstrations/POC to customer.

**Highlights:**

As Chief Architect:

- Successfully delivered two large Government Projects in the Power Distribution domain in India. These were projects having multiple third-party COTS applications integrated via SOA and having both Intranet and Internet facing Portals. The product Stack comprised of offerings from Oracle, CA, ESRI, Newgen, Cyme, BMC, Liferay, etc.
- Contributed significantly to DC and DR setup at a high level and have worked closely with the Network, Security, Storage and Compute teams. Dexterously managed Software Procurements and Licensing.
- Guided account teams in business development through qualification of mega deals worth INR hundreds of Crores.

**PREVIOUS EXPERIENCES**

**ATOS ORIGIN UK LIMITED, LONDON ♦ Jul'06 - Dec'08**

**Senior Consultant/Level 4 Developer**



**BIRLASOFT (UK) LIMITED, LONDON ♦ Nov'97 – May'06**

**Sr. Systems Analyst**



**DDEORG SYSTEMS LIMITED, DELHI ♦ Oct'95 - Oct'97**

**System Engineer**



**SASCON PRIVATE LIMITED, KOLKATA ♦ Jan'95 - Sep'95**

**System Engineer**

**EDUCATION CREDENTIALS**

**M.Sc. (Information Systems Development);** London Metropolitan University

**Training & Certifications**

- Six Sigma Green Belt
- Certified ScrumMaster
- Certified on cloud native Application Modernization
- Trained on Application Modernization tools offered by IBM and AWS (like mono2micro, App2container, EMP)
- Red Hat OpenShift Accredited Professional - Delivery Specialist PaaS Development
- RedHat Delivery Specialist – Container Platform Administration
- Strong experience on Azure cloud platform.



**References:** Available on Request

**Visa Stamped**

- **USA** - B1/B2 till April 2028
- **Schengen (Europe)** - till July 2020
- **UK** – Business Visa – till Jan 2021
- **Australia** - Business Visa till May 2021

**Languages Known:** English, Hindi and Bengali