

Parihas Raina

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- A qualified B.E (Electronics & Telecommunication) from Mumbai University, Mumbai and additionally accented with MBA (Marketing) from Sikkim Manipal University, New Delhi. Currently working as Assistant Pre-Sales Manager with Teramatrix Technologies, Gurgaon
- Proficient in responding to Tenders with good exposure in Pre-sales with Enterprise/SMB segments and possesses conventional skills in designing enterprise networks and solutions
- Adept at the Pre-sales process involving Solution Preparation/Proposal based on Customer's Requirements, Product Demonstrations, and interacting with the customers
- Excellent Relationship Management skills, with the ability to conceive profitable and efficient solutions utilizing latest technologies. Familiar with concepts of Business Applications (4P'S, SWOT), Pareto Analysis (80:20 Rule), marketing plan and strategy.
- Focused and hardworking, self-motivated and team oriented with excellent communication and inter-personal skills with ability to work in highly diverse environments with people from varied backgrounds.
- Fine knowledge of rendering strategic solutions & investigating the performance of the projects.
- Experience in giving our solutions for the Smart City projects based on our IoT & M2M platform
- SPOC on behalf of my organization for TSDSI and oneM2M forum

Employment

- **Teramatrix Technologies** **Gurgaon**
Assistant Manager Pre-Sales *June 2014 - Till Date*
 - Presales Consultant handling a techno commercial role and providing support to the Clients and maintaining maximum uptime of their Network
 - Working on IoT based projects by connecting various machines using sensors to the central processing unit for remote access
 - Documentation (User manual, Functional unit test cases, Use cases, SRS, SIT , RFP, Performance data analysis and Operational manual)
 - Coordinating with OEM's SE's and BDMS to provide strong and cost effective solutions to customers and also assisting sales executives by answering technical questions & managing customer trial through e-mail, phone and on-site visits
 - Assisting and participating in developing RFI, RPF and RFQ responses and also acting as the mediator between client and sales team both in business and technical capacity
 - Working with Operations team for preparing Plan of Action, conducting POC and supporting the team for timely installation of required hardware for meeting the Solution requisites to the clients like TTSL, Sterlite, Hero MotoCorp
 - Solution Designing, Project Scope, Change Request & Supporting Operations Team in implementing the solution
 - Handling Pre-Sales Team

Extra Responsibilities:

 - Handling QA & C team for delivering the efficient and reliable software
 - Test plan & Test cases Creation with execution
 - Conducting UAT for the client during different phases of the project
- **Incise Infotech** **Noida**
Member Of Technical Staff *November 2011 - January 2014*
 - Specification development
 - Micro Architecture Development
 - Test Guide Development
 - Test plan Creation
 - Efficient with MS Excel & data management tools and software
 - Excellent problem solving skills, good communication & interpersonal skills
 - Done research on what is the trend and what people want to have in their digital electronic mobiles or laptops like more speed, good display, light weight, cost, etc. This was done by primary research method of questionnaire. Questionnaire was filled by asking the traders as well as the users. The contribution was made by our marketing team and I was the active member to carry out the research
 - Done secondary research by considering various literatures & studies. We have taken help of many internet websites to gather the data

Technical and Personal skills

- **Programming Languages:** Verilog, System Verilog, System C, Traps, OID
Good knowledge in higher level protocols such as SSH, TELNET, SNMP, etc
- **Software Tools:** MS office tools-(Word, Power Point, Visio, Advance Excel, Graphs, Pivot Table), SPSS, ModelSim, Keil, Sublime, Putty, WinSCP, CheckMK, Pivotal, Asana, Familiar with MySQL, Basic RStudio
- **Hardware Exposure:** System assembly, Trouble Shooting
- **Technologies:** IoT using sensors, M2M, VLSI
- **General Business Skills:** Effective team player, Managing multiples team at a time, Delivering the project before deadline with proper time management
- **Operating System:** Microsoft Windows (98, XP, 7, 8), Linux (Ubuntu)
- **Sales and Marketing Strategies:** Business and Market Research Analysis, Team management, Marketing plan and strategy, RFP, New product development and B2B, Pareto Analysis (80:20 Rule), Concepts of Business Applications (4P'S, SWOT), Data mining and interpretation, Customer analysis
- **Other:** CISCO VPN, Microsoft OFFICE products, PUTTY, Linux.

Education

Academic Qualifications.....

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| ○ Master of Business Administration
<i>Marketing, 2015</i> | Sikkim Manipal University
<i>New Delhi</i> |
| ○ Bachelor of Engineering
<i>Electronics and Telecommunication, 2011</i> | University of Mumbai
<i>Mumbai</i> |
| ○ 12th - Higher Secondary Education
<i>2006</i> | J&K Board
<i>Jammu</i> |
| ○ 10th - Senior Secondary Education
<i>2004</i> | J&K Board
<i>Jammu</i> |

Projects

Notable Projects.....

○ **WirelessOne: Tata Telecommunications**

Wireless one is basically the platform created and customized for the Tata communications which involves the network monitoring of the TCL devices consisting of Base stations, Subscriber stations, Switches and Converters. Device Technologies on which we were working in this project are Wimax, PMP, PTP and PTP BH. Currently, we are monitoring around 30,000 devices and in the coming months, we will be monitoring 60,000 which will be as per the mentioned requirements. Our Wireless One software has various features as under:

- Graphical Trend analysis
- Reporting Tool
- GIS View for devices with live polled information
- Wireless One for mobile devices
- Audit. Event logs management
- Live alerts for devices and their Escalation
- Scheduling the events if the devices are under maintenance phase
- Capacity management of the Sectors and Backhaul consisting of Switch and Converters
- Performance data for all the devices and their availability information
- Dashboard for the service data, alerts, Monthly fault reports, Daily fault reports and the Network availability

Responsibilities:

- User manual, Functional unit testing, Use cases, SRS document, SIT document, Sanity logs and Operational manual document development
- Test plan and Test cases Creation with execution
- Solution Designing and Supporting Operations Team in implementing the solution
- Conducting UAT for the client during different phases of the project
- Handling and managing Pre-Sales Team

Extra Responsibilities:

- Handling QA&C team for delivering the efficient and reliable software.

○ Network Monitoring with Traps: TTSL(Tata Docomo) & Sterlite

With our network monitoring tool, Providers can keep track of their infrastructure performance in terms of downtime, error alarms and performance. This information is highly critical to maintain the Quality of Service at optimum levels. Reducing operational cost is critical to mobile providers. Non-active or down network compromises the cost-effectiveness and availability of active operations. Inefficient operational silos hinder integration of data and systems, impairing end-to-end optimization and potentially compromising everything from service availability to regulatory compliance and security

Responsibilities:

- Installing system and setting up the server with their active ports
- Giving the POC to the client on the live setup server
- Making the presentation and demonstrating that to their senior management

○ xFusion IoT - Connected Quality control: Hero MotoCorp.

- Connecting various testing equipment's to the central processing server thereby accessing them remotely, monitoring energy consumption, reporting, dashboards

Responsibilities:

- Giving the POC to the client on the live setup server
- Managing and handling the project phase wise, knowledge transfer to the development team, testing team
- Making the presentation and demonstrating that to their senior management

○ GoData-Field Force Tracking: Tech Mahindra

With our Field Force Management tool, Providers can keep track of Real time location of field salesforce on maps, Attendance management for the sales executives on a single button click using mobile app, Reports related to the distance travelled by the executive, etc. will be available to the managers, Hierarchy wise user creation and the tool access will be provided based on Privileges set & Notification related to sales executive attendance punching, Geo fencing, Alert mechanism, Addition of client information into the system Meeting update, Meeting scheduler by employee and manager and Detailed Reporting

Academic Projects.....**○ Smart Traffic Control Using RFID (Radio Freq. Identification)**

Objective of project was to develop the hardware which will automatically and intelligently using some software, controls various applications like traffic congestions vehicle theft detection, traffic offenders, Traffic prediction etc. Thus, it will help in improving traffic system for betterness of an individual and for an efficient traffic management system

○ IT in Retail

Objective of the project was to know the use of Information technology In retail and whether is it beneficial in Retail sector or not. Primary research was done on various products and offers of Big Bazar. Hypothesis was answered on the basis of survey questionnaire and feedback was used to answer the hypothesis. Without questionnaire it was impossible to answer the hypothesis

Hands on Skill Summary

- Knowledge of Sales & Marketing Strategies, Semiconductor domain and Telecom domain like as BSS, NSS and Infra KPI
- SWOT Analysis, Pareto Analysis, 4P'S
- New Product Development, Market Research
- Tendering
- Basic mysql
- Knowledge of SDLC & Project documentation

Achievements

- My team awarded best performer for WirelessOne Project of Tata Telecommunications
- Selected 'Excellent performer' for 2012-13 in Incise Infotech