MANISH TRIPATHI   **+91 85971 44005**

Date of Birth 03-Feb-1979   manish321978@gmail.com

A competent and committed sales head with 16 years of experience in selling technology solutions to government organizations, dealer channel , creating project plans , project consulting , marketing strategy, implementation , deployment and monitoring of IT solutions , RFP and specking draft proposals, software development , software testing and quality control, business continuity process , social media marketing , artificial intelligence and manufacturing of IT devices with global experience.

PROFILE SUMMARY

- Competent in information technology solutions management & information security to drive next generation government requirements emerging due to technology disruption, changing digital landscape , government reforms, emphasis on inclusive growth objectives of the government .
- Project manager with multi-faceted background encompassing experience of working in Indian & Africa , with Indian & international corporate , government bodies , public sector units, funding agencies (World Bank , African Development Bank), development agencies (UNDP), international organizations(UNESCO, BILL and Melinda Gates Foundation, save the children, WHO). Managed multiple projects simultaneously and efficiently by reviewing and monitoring progress reports.
- Highly skilled, result oriented and out of the box thinker with analytical, process and performance driven approach for charting out project conceptualization, implementation, delivery and monitoring projects.
- Have played leadership role in conceptualizing and integrating digital formats with primary education to bring social change, create economic opportunities and meet educational requirements at affordable costs. The project involves imparting digital education to the remote areas through the use of affordable technology and utilization of low cost devices and bring down the digital divide gap between rural and urban regions.
- Consulting, selling and working closely with government departments at central and state level for manpower outsourcing solutions, IT Hardware, software, security solutions & managed services.
- Proven track record of identifying low cost, high quality and performance driven technology and matching the same with market trends and customer requirements in emerging markets.

- 16 Year of IT Experience in product management , government and channel sales, business development, distribution, international marketing, implementation and deployment of IT solutions, system Design , SRS & project management.
- Initiated and directed development and implementation of software solutions, managed project management lifecycle (foundation document, wire framing, work Flow, design, UI and UX, implementation, management and maintenance).
- Designed, developed and deployed system architecture & provided design patterns for infrastructure solutions, security and storage sub-systems to meet customer requirements.
- Experience of handling a team size of 50 plus professionals including business analysts, product managers, sales team, technical, developers, accountants and marketing professionals across regions.
- More than 10 years of pre-sales experience in IT Infrastructure including computing devices, HP & Dell Server infrastructure , SOPHOS , VMware , Barracuda, CISCO routing and switching devices, Storage , Network and Hyper Converged Infrastructure.
- Ardent Network Professional with hands on experience on LAN and Wireless Networks of Cisco Networks, Delink, Juniper, HP Aruba, Ubiquity, Broadcom, Ruckus and Software defined networks.
- Deployed Windows 2016 and Centos 7.0 Virtualized Servers , MS SQL 2016 Database , ARC Serve Disaster Recovery Solution , Barracuda Load Balancers on hyper converged Data Center Infrastructure at TANROADS (Tanzania Roads Authority) , EWURA (Energy and Water Regulation Authority) , Election Commission of Tanzania , PSPF (Public Services and Pension Fund) , TRA (Tanzania Revenue Authority) , TADB (Tanzania Agriculture Development Bank).
- Part of Project Management Unit setup for FIBER OPTICS NETWORKS connecting PMO (Tanzania Prime Minister's Office) and RCO (Regional Commissioner Office) and LGO (Local Government Office) for Videoconferencing and E-Governance Infrastructure.
- Delivery Management of PAN-AFRICAN Telemedicine Project Management in Tanzania at three Hospitals in Tanzania, A Government of India Diplomatic Initiative.
- Worked with Ministry of Science and Technology - World Bank funded project for setting up of LABS for primary school education involving designing, implementation and maintenance in 80 schools across Tanzania.
- Project coordination with ADB (African Development Bank) and Ministry of Education for setting up of Fiber Network Infrastructure in Arusha Technical College (Premiere Engineering Institute of Tanzania).
- Actively involved in various Web 2.0 HTML / CSS, JavaScript, PHP, CMS (Joomla and Word press) development projects with SBC Exports and Social Media Marketing.

- Worked with INTEL-HCL-MICROSOFT-UNDP Alliance on One Laptop Per Child Project (OLPC) for development of Mini Computers and MID (mobile internet device a variant before the existence of Smart Phones & Tablets.).

TECHNICAL SKILLS

- Windows Server 2008 R2 , 2012 R2 , 2016 , Active Directory , IIS , Live DC Migration , Hyper-V , SSO Authentication and Identity Management , Certificate Authority , ISCSI , & Docker.
- MS SQL Server Database Deployment , Configuration and Management.
- Centos , Redhat Linux Server - Mail Server , NFS , Directory 360 and Identification Services configuration and deployment.
- Fortinet Web Application Firewall Configuration and Deployment of VLANS , Whitelisting , Blacklisting , Patch Management , Routing , ACL , Inbound and Outbound policy and port management , Traffic Shaping.
- Web 2.0 HTML /CSS , Javscript , VB .net , C++ , C# , Java and PHP Programming.

CERTIFICATIONS

• Higher Diploma in Software Engineering (3 Year Regular)	Aptech Computer Education
• Amazon Web Services Professional	Amazon
• Amazon Web Services Solutions Architect	Udemy
• Certified Disaster Recovery Engineer	Udemy
• Project Management Professional	Udemy
• MS-SQL Server Maintenance	Udemy
• Fortinet Certified Security Associate NSE1 , NSE2 , NSE3, NSE4	Fortinet
• Mobility and Cloud Security with Microsoft Azure	Microsoft VA
• Cisco Certified Network Associate	CISCO
• Polycom Certified Video Confrencing Professional	Polycom
• VMWare Sales Professional	VMWare
• Vmware Technical Sales Professional	VMware

EDUCATION

Post Graduate Diploma in Business Administration (MBA IT & Marketing) approved by AICTE	2002-2004	Graduate School of Business Administration , Greater Noida	65%

Bachelor of Science (Statistics, Mathematics and Economics)	1997-2000	MS University of Baroda	50%
Senior Secondary (Mathematics, Biology ,Physics and Chemistry), Kendriya Vidyalya, Baroda	1997	CBSE	71%
Higher Secondary , Kendriya Vidyalaya , AFA , Hyderabad	1995	CBSE	77%

PROFESSIONAL EXPERIENCE

Company	Title	Year	Role and Responsibility
Prakhar Software Solutions Pvt Ltd	VP Systems and Business Development	From Jul 2018	Project Management Consultancy for Digital Products , Design & Development , System Integration
Technosol Solutions Ltd	Director	Dec 2017 to Mar 2018	Project Management , IT Services Rollout , Business Continuity and Disaster Recovery Project Implementation.
ISON Technologies (Tanzania)	Project Manager	Jun 2014 to Nov 2016	E-Governance Projects , Project Management , Solutions Architecting , Detailed Project Report Preparation , RFP and BOQ for Datacenter Solutions , Call Center , Fiber Optics , School Education and Software development . Assisted in PAN-AFRICAN Telemedicine Project Initiative of External Affairs Ministry Government of India, in Tanzania
Redington Tanzania Limited (Tanzania)	Country Manager	Apr 2011 to May 2014	Solutions Architect and Pre Sales of Datacenter Infrastructure Solutions , Server , Storage , Network to Government Enterprises

HCL Infosystems Ltd (India)	Product Manager	May 2005 to Mar 2011	Software Development & Testing for Manufacturing of New Devices , Product Launch and Coordination with Intel and Microsoft
LG Electronics (Nigeria)	Assistant IT Manager	May 2004 to Mar 2005	Management of IT Systems

AWARDS AND RECOGNITION

AWARD	AWARDED BY
Leadership And Team Management	HCL Info systems Ltd
Intel Award For Smart Devices	Intel Technology India Private Ltd
Six Sigma for Process Control and Quality Management Practices	LG Electronics Antwerp Ltd