

## **SIDDHARTHA PHATAK**

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### **CAREER SUMMARY AND OBJECTIVE**

An AWS and Google Cloud Certified Professional Solution Architect having expertise in High level requirements gathering and solution design for clients moving to Google Cloud and AWS Platforms. I am Customer advocate, liaison, and single point of contact for Enterprise Customers. I am currently looking for a Customer Facing Technical Role where I can use my consultative sales, cloud computing skills.

### **EDUCATION BACKGROUND AND PROFESSIONAL CERTIFICATIONS**

- Google Cloud Certified Professional Cloud Architect, Series ID: 5463, Certification ID: OVrIRV, Issue Date: 6th Nov 2018, Expiration Date: 6<sup>th</sup> Nov 2020
- AWS Certified Solution Architect – Validation Number - 9R4KNZS1C2V41W9E Issue Date: 17<sup>th</sup> October 2017, Expiration Date: 17<sup>th</sup> October 2019
- Preparing for few other cloud certifications.
- Courses trained at with hands on: Python (Udemy) & VMWare Vsphere (Attari Classes)
- PGDBA from MITSDE Pune. 2009 to 2011, Distance Learning, Grade – Distinction.
- Bachelor of Commerce from University of Mumbai - 2003, Grade: First Class.
- Post Graduate Diploma in Yoga Education, Kaivalyadhama Lonavala- 2003-04
- Certificate Course in Yoga Therapy- SVYASA Bangalore-2004

### **AREAS OF EXPERTISE AND SKILLS**

- Working for datacenter transformations projects to migrate client/server applications and platforms to cloud environments.
- Coordinating with client delivery team, presales/ solution engineering team, Projects team for smooth delivery.
- My Job is to ensure customer satisfaction by providing oversight and management for technical issues and to generate additional farming revenue from existing accounts.
- Perform high level requirements gathering and solution design for clients for moving to Google Cloud and AWS Platforms.
- Hands on Experience & Expertise On Google Cloud and AWS Platforms.

### **WORK EXPERIENCE**

**Note: Since my role and domain expertise were similar in both the companies I have put roles together.** Date of Joining Netmagic (NTT Communications Company) as Sr. Manager Business Development: 2<sup>nd</sup> July 2018 – till date

Position @ CtrlS: Sr. Account Manager , Handling Enterprise Accounts & Sales

Date of Joining CtrlS: 11<sup>th</sup> July 2016 till 18<sup>th</sup> June 2018.

#### **Job Responsibilities in CtrlS:**

- Managing, Growing and Farming 30 Enterprise Accounts, Major ones – Loyalty Rewards, JLT, Willis, Prudential, Iron Mountain, Writer Corporation, Serco/Intelenet , Brinks Arya, FEDEX , Directi etc , 25% increase in Revenue from Key Farming Accounts .( Business Value- 2 Cr.)

- Technical Account Manager and Consultative Selling Approach for Products such as Cloud Computing, DR on Demand – cloud Model, Managed security services, DAAS, PAAS, SAS, New Logos Won for CtrlS – Directi, Iron Mountain and Akbar Travels etc.  
Selected Contribution: for one of the largest Indian Bank – converting single copy cloud to HA and DR set up. Compliance set up for a Telecom provider on Public cloud IaaS Model
- Meeting and connecting with CIO's, CTO's, CEO's. Preparing Account Plan & Strategic Mapping of All Enterprise Accounts. I am responsible for developing, maximizing and maintaining long term relationship with Potential and existing clients. I have improved and enhanced the previously damaged relationship with key customer recovering 1.5 Cr. In lost sales/ revenue.
- Passion for identifying new business opportunities in Existing Enterprise Accounts, Regular SWOT analysis, Leading negotiations & closures in new business as well existing Farming Accounts. I have lead the FGE (Fast Growing Enterprise) vertical in CtrlS
- Similar Role in Netmagic (NTT): Managing, Growing and Farming Enterprise Accounts, Major Accounts: Eureka Forbes, Cigna TTK, Raymond's, Sequent Scientific Ltd etc.

**Writer Corporation: Designation: Asst. Manager Sales and Key Account's.**

From: December 16<sup>th</sup> 2014, to 4<sup>th</sup> July 2016. Job Responsibilities:

- Selling cloud and CtrlS & AWS products as a Partner
- Selling – DMS Software, Workflow, BPO/ BPS solutions, Off Site Data Protection and Record Management Services.

**Iron Mountain India Pvt.Ltd: Designation: Manager – Business Development**

From: 9<sup>th</sup> Jan, 2012 to 31<sup>st</sup> January 2014, Achievements and Contributions:

- Won Major Logos/ Deals for Iron Mountain like – Scotia Bank, ARCIL, Aon Global Insurance, Disney, Reliance General Insurance, Rexam, WPP Group Companies etc.

**A2Z Infraservices Ltd, Designation: Asst. Manager Business Development & Key Accounts.**

From November 9<sup>th</sup> 2009 to 31<sup>st</sup> Dec 2011, Key Achievement's:

- Sales Conversion of Prestigious key Accounts Like, Raymond's, India Infoline, MTS, American School Of Bombay, Deepak Fertilizers, Wadhwa Projects, UPS etc.

**Hotel Sahara Star, Mumbai: Designation: E-Marketing Executive.**

From 22nd October 2007 to 16th October 2009. Roles and Responsibilities

- Handling Google Ad words, Just Dial Tie Up, Airport Counter and Airport Agents.
- Drive revenues for banquets, rooms, and food & beverage (f&b) through multi-channel (internet, phone, direct) marketing. Worked as a Yoga Instructor and Gym Trainer earlier.

**Fort Aguada Beach Resort and Taj Holliday Village**

From: 24th April 2006 to 17th Jan 2007, Designation: Yoga Instructor and Spa Receptionist

- Selected Contributions: Yoga Trainer, Spa Receptionist, Yoga Therapist and Spa Marketing

**PERSONAL SUMMARY**

**Date of Birth:** 9<sup>th</sup> March, 1982, **Marital Status:** Married, **Languages Known:** English, Hindi, and Marathi, **Nationality:** Indian, **Passport No:** N6319517, **Personal Interests:** Fitness, Cricket, Travel, Spirituality & cloud computing. **Reference:** Will be furnished upon requests.