

### **Awaneesh Mishra**

704, Sunflower, Regency Gardens, Sec – 6,  
Plot No: - 10, Kharghar, Navi Mumbai, Mumbai, INDIA.  
Phone: - +91 98204 28545 (M)

Email: - [amishra@tele-kinetics.com](mailto:amishra@tele-kinetics.com)  
[awaneesh\\_mishra@hotmail.com](mailto:awaneesh_mishra@hotmail.com)

---

Successful entrepreneur, Angel Investor & Board Advisor having ~22 years of Telecom / Enterprise experience securing business with likes of Jio, Vodafone India, Vendata Group to name a few, as well as convincing TeleKinetics management to do strategic investments in FinTech, EduTech, OTT / IPTV & E-Comm Tech space (MakeMyEmi, EduNetSol & EasyCorner.in).

Accomplished Large Business Management Executive in hunting / farming multi-million \$\$ Tier-1 Enterprise Business BSS / OSS, VAS & OTT / IPTV / Core Telco domains.

---

## ***Education***

(1993-1997)

B.E (Electronics & Telecommunications), Amravati University.

## ***Telecom Certifications***

*Ireland / UK / Israel / USA: -*

VoIP Products (SIP / MEGACO / MG and other products)

IN Network (Pre-Paid / Post-Paid / Converged) / VAS / Core Networks

OTT / IPTV (Live-TV / VOD / Gaming / 3<sup>rd</sup> Party Apps)

## ***Achievements & Awards***

- Best Strategic Sales Award for 2009 “**Category - Competitor Replacement**”, **Comverse** (Professional)
- Outstanding Delivery Achievement Award “**Category - Project Execution at RCOM**”, **Comverse** (Professional)
- Best Employee Award “**Category - Company Success Contribution**”, **Logica** (Professional)
- Silver Medal – “All India English Essay Competition - **CBSE** (School)

## ***Professional Skills***

### **Business / Management Skills**

- Man Management

- Strategic Planning for new business
- Multi-Million \$\$ - Business Account Management (including P&L)
- Mid / Senior Level Relationship Management
- RFP / Pre-Sales
- Product Creation To Live Ops Support for Mega / Large T-1 Telcos
- Enterprise Business engagement
- Managed Services & 3<sup>rd</sup> party engagements
- Setting up businesses from Scratch – Entrepreneurship
- Legal / financial / taxation view of any business entity including multi-country set-ups.

### Domain Tech Skills

- 2G / 3G / 4G LTE / GSM / CDMA
- Converged Billing, OSS / CRM / VAS
- VAS Solutions, Mobile Ad, Campaign Management
- FinTech / PCI DSS / Bank Integration for Secure Real Time Transactions
- AI / ML / Computer Vision Tech
- Cloud & Cloud Related Tech
- Enterprise – E-Comm / EdTech / Collaboration Platforms

## Work Experience

Jan '15 – Till Date

**TeleKinetics Network Systems, India**

*Board Advisor*

**www.makemyemi.com, India**

*Technology Board Advisor*

### Company Profile:

**TeleKinetics Network Systems**, a technology SI partner of choice for organizations looking to strategize the agile way in today's challenging business environment. At the heart of the approach is the commitment to innovate and bring efficiency in business performance. The versatile portfolio supports the traditional to the transformational domains such as: -

- Core Telecom and its Adjunct elements (BSS / OSS, PCRF, SMS, USSD, etc.).
- Enterprise Mobility
- Media & Entertainment (Video Streaming, Gaming) – OTT / IPTV
- Social Media & BI / Analytics
- E-Comm
- FinTech
- EduTech
- Seed investor, Nurturing & guiding the team in their foray
- Advisory role in business dealings
  - Explore Investment opportunities (short / mid-term)

- Business relationship management (Dialogic / MobiTV Inc. / Accenture)

**Company Profile:**

**MakeMyEMI**, a financial technology player in the niche lending space (Hospitals, Travel & Education) has been looking for investments & strategize their movement in the India & International FinTech Sector.

**Responsibilities:**

- Plan the IT Stack needed for seamless user experience
- Guide the Tech Team in tech stacks & long term strategies
- Support overall IT Planning (Software / Hardware / Solutions / Integrations)
- Explore Investment opportunities
- Business relationship management

Jan '13 – 2018

**MOBITV Inc., USA**

*Leader – International Business (Outside US)  
International Business Consulting*

**Company Profile:**

**MobiTV, Inc.**, headquartered at California, is a pioneer in end-to-end OTT / IPTV / Content Platform solution. Founded in 1999 by Paul Scanlan / Philip Alvelda / Jeff Annison.

Designed to meet the most stringent standards of excellence with real-time live streaming over Mobile / FTTX networks, MobiTV have been the go-to OTT / IPTV solutions provider for massively-scaled live events like the World Cup, NBA and NFL sports, and large-viewership breaking news events like Presidential inauguration (e.g. Reliance-Jio's 200 M+ OTT / IPTV Platform) among others.

**Responsibilities:**

- Overall management of the accounts in the region including India Telco(s) / Media & Entertainment – Existing as well as hunting for prospects
- Responsible for Business & Relationship mgmt. at the C-Level at Reliance Jio, India (World's largest OTT / IPTV multi-screen deployment)
- Business hunting across globe (MENA region, South Africa, South East Asia)
- Hunting / Farming business accounts in Asia / Africa / Europe regions

Sept '10 – Dec '12

**AMDOCS**

*Divisional Director*

**Company Profile:**

**Amdocs** supports more than **1.5 billion** experiences and processes over 60 Billion events each day serving ~90% of T-1 Carriers globally. **Amdocs** has an outstanding track record of > **2,500** successful Telco project implementations with proven products of completely integrated yet modular software portfolio across BSS and OSS, CRM domains.

### **Responsibilities:**

- Overall strategic management of accounts under responsibility
- Build & Manage relationships with Key Decision Makers & Influencers
- Hunt & farm for Amdocs Products (Convergent BSS / OSS / VAS / CRM / SI Work)
- SI Partner tie-ups & management with SIs for ensuring “value for money” engagements
- Work closely with IBM (fronting engagement partner at Vodafone / Idea).
- Business Bookings with a focus on EBIT mgmt. when doing P&Ls.
- Ensure revenue recognition

June '02 – Sept '10

### **Comverse Network Systems**

*Key Accounts Management – Tier 1 Accounts*  
(Vodafone / LOOP / RCOM)

### **Company Profile:**

20 years+ of experience serving global service providers sets Comverse Network Systems apart (Nasdaq: CMVT). Its > 400 customers across 100 countries supported by > 5000 employees globally exemplifies Comverse's experience in providing Telecom Billing / VAS solutions.

Oct '07 – Sept '10

### **Key Accounts Manager**

(Vodafone / LOOP Mobile / LOOP Telecom, Essar Group)

### **Responsibilities:**

- Overall business management of the assigned accounts
- Developing and nurturing relationships at C-Level
- Partner tie-ups & SI management
- Hunt new business in assigned accounts
- Business Bookings - > \$ 50 Mn (YoY)
- Milestone collections to ensure timely revenue recognition
- Successful key competitor replacement sales leader at a T1 Customer
- Business case preparation / RFP Processes

May '05 – Sept '07

### **Technical Account Management**

(Comverse – RCOM)

### **Responsibilities:**

- Overall responsibility of Ops and Tech Mgmt. for world's largest CDMA & GSM NWs.
- Manage relationships with CTO / CFO, Business Heads at Customer
- Managing a team of ~25+ engineers
- Overall responsibility of maintaining “Operational Silence” (> 100 Mn BHCA Traffic)
- Pre-Sales / RFP / Technical Support for new Business forays

Jun '01 – Jun '02

**Hughes Software Systems (HSS)**  
*Sr. Product Evangelist*

**Company Profile:**

**HSS, (now Aricent Technologies), a GM, USA group Company**, is a pioneer in Communications Software development. **HSS** has a dedicated Internet and E-Commerce development center with a strength of > 2000 employees working for more than 200 projects worldwide. The company provides high-end Protocol stacks solutions such as SS7, VoIP, SIP, MEGACO, MGCP, etc.

**Responsibilities:**

- Product Architect and Tech Support for VoIP solutions such as Media Gateway Controllers (MGC), Media gateways (MG), Session Initiation Protocols (SIP), MEGACO and MGCP
- RFP & Pre-Sales Management
- Business Case / P&L Preparation / Competitive Analysis & Product Positioning

Nov '97 – Jun '01

**Logica-CMG, UK**  
*SME – Telco IN & VAS*

**Company Profile:**

Logica PLC, UK (~100 Billion USD), founded in 1969, is a leading Int'l IT consultancy & system integrator with > 8000 professionals in 60 countries on more than 15000 projects. The company provides high end Telco / Enterprise Billing Systems, Mobile Banking, Messaging Products, Cell Broadcast, Fraud mgmt. Systems, VPN, SMS, etc. and wireless IN to carriers world wide. Logica merged with CMG in '04.

**Responsibilities:**

- Part of global installation and systems support team.
- Expert Escalation Support for Live System Ops.
- Pre-Sales Support – Business Case & Tech Discussions