



Snapshot: Presales solution architect professional, with 9 years' experience in Artificial Intelligence, Edge and Data Center solution designing. Ability to understand the customer requirements and deliver transformative solutions for government and enterprise clients. Possess excellent team management ability and communication skills.

Work Snapshot

November 2023- Present – Technical Sales Specialist- Generative AI, Sales and Marketing Group BU



- Architecting end-to-end generative AI solutions with focus on LLMs deployment and RAG workflows
- Leading technical engagements for government customers, driving POC for GenAI solution on Intel CPU and accelerators.
- Collaborating with Intel's engineering and data science teams to deliver technical insight and best practices to customers
- Leading workshops, training sessions, and presenting technical solutions to diverse audiences.
- Created detailed proposals, including technical architecture, and implementation plans

Technologies: Pytorch, TensorFlow, Hugging Face transformers, LLM

January 2023- October 2023 –Technical Sales Specialist- Infrastructure & Cloud, Sales and Marketing Group BU



- Lead the response to RFP/RFQ across data center infrastructure and client devices aligning with Intel's product roadmap.
- Managed cross-functional teams to successfully deliver data center and cloud optimization solutions ensuring Intel stickiness
- Spearheaded OEM HPE, Dell, Lenovo presales relationship for technical queries related to Intel's technology
- Developed strategies for creating/developing long-term trusted-advisor relationship with partners and marquee customers.

Technologies: Granulate, HCI, Server, database, performance tuning

August 2021- December 2022 –Technical Sales Specialist- Edge AI & IOT, Sales and Marketing Group BU



- Established technical credibility in sales cycles for Intel platforms solutions, technologies, and the company, by collaborating with the account executive to win new business in central government and conglomerate enterprise accounts (Transportation, BFSI, Healthcare, Oil & Gas Manufacturing)
- Helped customer to solve complex problems around their industry through Intel's IoT and ML/AI solutions with edge-cloud architecture.
- Managed the AI/ML ISV partner ecosystem and enabling them on Intel Architecture
- Maximized the Intel Revenue generation through multi-year transformational win
- Developed of technical content, events, evangelism, training, and operational event support

Technologies: OpenVINO, Containers, Edge devices, Industrial Protocols,

July 2016- August 2021 – Presales Solution Architect (DC), Smart World and Communication BU



- Responsible for requirement analysis, solution architecture and design for complex Indian government opportunities focusing on data center domain with Cisco, HPE, Dell, EMC, Hitachi, Netapp, Commvault, Veritas, VMware, Redhat, Azure, AWS technologies
- Provided winning solutions as part of the pre-sales team which included responding to RFPs and RFIs from the existing or prospective clients
- Responsible for creating server, storage, virtualization, OS, DB requirement for private cloud or data center environment as well as estimating the infrastructure requirement for public cloud like AWS, Azure, GPC etc. for disaster recovery
- Created architectural documentation including Visio diagrams of the solution along with data flow
- Interfaced with the customer to include the latest technology and encourage competition by eliminating the single OEM monopoly
- Managing/preparing creative pre-sales proposals & response to the RFP customized to meet the business objectives of the clients
- Plotting architecture and engineering which includes field/junction connectivity, backbone networking, bandwidth calculation, Data Center IT and Cloud designing

Technologies: blade server, rack server, hyper converged infrastructure, DAS, SAN, NAS storage, software defined storage, backup, tape library, server load balancer, vCloud Suite, vSphere, vCenter, Redhat Virtualization, Hyper-V, virtual desktop infrastructure, leaf spine architecture, SDN,

Academic Qualifications

- B.Tech (ECE) from National Institute of Technology, Sikkim, India (2012- 2016) – **8.8/10**
- Class XII CBSE from Taxmaco DPS International School, Karawang, Indonesia (2011) – **89%**
- Class X CBSE from Taxmaco DPS International School, Karawang, Indonesia (2009) - **91%**

Certification

