

# ANKIT TARAN

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## Professional Synopsis

- Currently working as a Consultant in DXC Technology(erstwhile HPE) – Global Solution Cell.
- 10+ years of experience in Network domain, Open Source practice, Data Centre, Cloud: Sales, Pre-sales, Post Sales(Techno Commercial Delivery), Operations. Have handled customers from multiple domains like BFSI, Telecom & Media and much more.
- Seeking a challenging role in Global team while being resourceful, innovative and flexible.

## Academic Credentials

- Master of Business Administration (**MBA – Sales and Marketing**) from **University of Glasgow** Adam Smith Business School, Glasgow, UK: Sept 2011 – Dec 2012.
- Bachelor of Engineering (Mechanical Engineering) from **Rajiv Gandhi Proudyogiki Vishwavidyalaya**, Bhopal, India: Aug 2003 – Jun 2007.

## Professional Experience

**July 2016 – Till Date, DXC Technology(erstwhile HPE), India**

Title: Consultant

Region: Global

Primary responsibility: The consultant is the single point of contact for technical solutioning for organization. They are the "front door" for all technical solutioning requests and the liaison between the engineering teams and the account/customer team.

Ankit's responsibilities include, but are not limited to:

- Translate business to functional requirements.
- Engage all needed capabilities to solution.
- Provide completed requirements to capabilities to enable the accurate solution of the request.
- Provides an end to end understanding of how the solution should look, ensuring all capability inputs are defined to the appropriate standard, enabling a cost model to be produced. Provide completed solution to account business management for Pricing and SOW creation.
- Support Chief Engineer in translating business requirements in to functional requirements.
- Support Chief Engineer by providing consultancy and effort estimations for new opportunities.
- Provide Consultancy where appropriate for new/upsell opportunities.
- Assess business impact of specific technologies/strategies.

- Promote standardization and automation during transformation in T&T engagements.
- Integrate and collaborate with other organizations/resources (other HP teams, vendors, suppliers, customers) during engineering life cycle.
- Responsible for review/creation of solution scope, SOW & cost model.
- Primary point of contact for Solution Leads, Opportunity Leads and Chief Engineers during opportunity pursuit. Is responsible for managing handover to the Transformation teams.
- Review custom solutions with Lead Architects and Technology Architects.

**Feb 2015 – Till Present, NTT Communications, India**

Title: Business Development Manager

Region: Global

Primary responsibility: As a Business development manager, I am handling the sales of Datacenter, Cloud (Public/Private), networking products and services, system integration products and much more.

Ankit's responsibilities include, but are not limited to:

- Handling multiple customers and RFX's along with pricing, presentations, and webinars.
- Frequent interaction with stakeholders and leadership teams of different customers.
- Strong ability to handle large deals within stringent timelines, across the globe.
- Strong ability to develop solutions for customer requirement and good orientation in solution and services sales.
- Leading the Data Centre, Network & Cloud (Public/Private), services sales strategy and plan.
- Utilizing my deep understanding of this market, ensuring that firm maximizes all available opportunities.
- Ability to identify business opportunities, create synergies and establish strategic, commercial partnerships.
- Owning demand generation - Qualifying and closing new business opportunities through to handover - working with our customers to drive lead generation.
- Generating forecast pipeline of relevant opportunities and managing their progress through accurate and timely reporting.
- Working collaboratively with internal and external resources (Solutions Architects, Presales, sales and many more) and clients to ensure that solutions meet clients' present and future needs.

## **Dec 2007 – Feb 2015, Wipro Technologies Limited, India**

Title: Associate Consultant

Region: Global

Primary responsibility: As an Associate Consultant, I had played a key role in defining the technology solution for an implementation of new or updated business applications across our group. As an associate consultant working across multiple projects, I was responsible for documenting solution from multiple stakeholders /architect team and working closely with other experts to present solution to end customer /stakeholders.

Other Responsibilities: To quickly understand the business requirements for IT Applications /Infrastructures and be able to identify how best to integrate these on to our shared platforms taking into account: security policies, client & hosting standards and operational support considerations.

To facilitate workshops which helps in designing technical solutions with our technology and business peers. Managing expectations with key internal stakeholders, and external vendors.

### **Roles and Responsibilities**

- Worked in IT Pre-sales: Open Source practice, Network domain.
- Senior and Top Management interaction skills outside & inside organization.
- Worked on RFP's, pricing, presentations and customer demonstrations.
- Ability to drive solution sales in infrastructure in open source and network domain to any vertical.
- Worked closely with OEM & work on solutions on emerging technologies.
- Position transformational story with clients and internal teams.
- Ability to stitch end-to-end proposal along with commercials.

### **Technical Expertise**

Have extensively worked on products like Cisco routers (1800, 3800 series etc.) and switches.

### **Core Competencies**

- Leadership.
- Result oriented.
- Willingness to learn.
- Problem solving ability.
- Excellent communication skills.
- In depth knowledge of the products/services. (DC, NW, Cloud, Open Source)
- Strong computer and MS office skills.
- Presentation, written, and verbal skills.
- Ability to work in cross-functional teams.

## **Professional Certifications**

- ITIL Foundation in Aug'2013.
- Cisco Certified Network Professional (CCNP) in Dec'2010.
- Cisco Certified Network Associate (CCNA: 640 – 802) in Dec'2008.

## **Areas of Interest**

Consulting, Cloud, Network, Data Center.

## **Personal Data**

- Date of Birth: 01 July 1986
- Gender: Male
- Nationality: Indian

## **Visa**

Currently holds USA business visa (B1) valid till November 2024.

## **Declaration**

I hereby declare that all the above-mentioned information is true, correct and complete to the best of my knowledge and belief.

Place: Bangalore (India)

**ANKIT TARAN**