AMIT KUMAR

Solutions Architect / Presales Manager

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ABOUT ME

AIDC/RAIN RFID/BLE/IOT – Solutions Expert

Personable and outgoing Brand Ambassador with 11 years of experience in Presales and Solution Design. Expert at representing products and delivering presentations to small or large groups. Excellent customer service skills and always up for tackling new challenges.

EXPERIENCE

Manager Presales at Bar Code India. (Oct'17 – present)

Presales and Solution designs to customer problem statements.

Asst. Manager at NKG Infra. (Aug'15 – Sept'17)

Project Co-ordination & Management for various automation projects.

Sr. Engineer at Energo. (Dec'12 – Aug'15)

Project Management & executions for various automation projects.

Engineer at Desein-Indure. (Sep'09 – Nov'12)

Project executions for various automation projects.

- Developed application architecture strategy to specifically align with employer/client business goals.
- Analysed IOT solutions proposed to meet diverse business requirements.
- Contributed heavily to product development lifecycle of both back-end and customer-facing solutions.
- Worked with developers and engineers to realize technological solutions.
- Broke down technical ideas and issues into non-technical terms for business executives.
- Maintained current and in-depth understanding of business processes, needs and objectives.
- Drafted visual representations of software architecture design for presentation to stakeholders.
- Designed architecture strategies for large-scale AIDC/RFID/IOT-wide application deployments.
- Reviewed business success drivers, applying strategic prioritization to future architectural updates.
- Communicated software architecture strategies to senior leadership and third-party business leaders.

- Mentored team, sharing skills and expertise and encouraged each member to bring forward ideas and suggestions for improvement.
- Assessed under-performing software and developed actionable improvements.
- Participated in weekly meetings with client to discuss project direction and milestone achievement.

ACHIEVEMENTS

Brainiac Award Winner for Solution designs

EDUCATION

- 2009
  ### ANU - DMSSVHCE
  B.Tech in Electrical & Electronics Engineering with distinction degree.

- 2005
  ### Gowtham Jr. College
  12th/+2 in Maths, Physics & Chemistry with 84 % marks.

- 2003
  ### Delhi Public School
  10th in Maths, Physics & Chemistry with 70 % marks.

SKILLS

- Preparing solutions
- Solutions development
- Project manager supervision
- Technical architecture
- Architecture improvements
- Business solutions
- Network architecture design
- Service-Oriented Architecture
- Wise Solutions software
- Solutions delivery
- Presales Strategy Design
- Systems Architecture Analysis
- IOT solutions & Tech Enthusiast
- Managerial experience
- Warehousing solutions
- Solutions-focused sales
- Process improvement solutions
- Building customized solutions
- Software solutions
- Object-oriented solutions
- Accomplished manager

I am a technology enthusiast and love to read and follow various non-profit group blogs contributing to the latest innovations like the Bluetooth SIG, IEI etc...