

## **Sunjay Miquita**

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### **SUMMARY OF EXPERIENCE**

Twenty-Five Years of experience with an amalgam of domains which comprises of sectors like information technology & communication, Oil & Gas, Banking & Financial Services ranging domestically & internationally. This includes low level understanding of Operations & Service Delivery pertaining to organizational information & technology requirements. My educational & technical qualification has given me opportunities to lead IT applications, IT infrastructure & cloud implementation with maintenance & support. Years of experience has made me proficient to understand, manage & deliver projects based on operational & budgetary challenges keeping up with cutting edge technologies and new challenges.

### **PROFESSIONAL AMBITION**

With demanding operational requirements which are hungry for seamless & robust outputs, I as a technology evangelist & principle architect would like to contribute in designing & implementing new technologies with integration of product independent platforms. I would like to lead and ensure technology delivery using all cutting edge technologies which can eliminate human errors and build up on organizational efficiency & proficiency.

## CERTIFICATION & EDUCATIONAL QUALIFICATION

Cloud Platform	<p><b>Post-Graduation</b> – Artificial Intelligence &amp; Machine Learning</p> <p><b>Microsoft Certified</b> - Azure Solutions Architect Expert</p> <p><b>Microsoft® Certified Solutions Expert</b> - Cloud Platform and Infrastructure (Charter)*</p> <p><b>Microsoft Azure</b> - DevOps Solutions</p> <p><b>Amazon Web Services</b> - AWS Certified Solutions Architect – Professional</p> <p><b>Google Cloud Platform</b> - Professional Cloud Architect</p>			
Microsoft	Microsoft Certified Solution Expert 2012 - Server Infrastructure	Microsoft Certified Solution Associate 2012	Microsoft Certified Solution Expert - Private Cloud (System Center 2012)	Microsoft Certified Technical Specialist for Cloud (Office 365)
	Microsoft Certified Specialist for Project 2013	Microsoft Certified Information Technology Professional for Enterprise (MCITP Enterprise)	Microsoft Certified Technical Specialist for Voice (MCTS Voice)	Microsoft Certified Technical Specialist for Messaging (MCTS Messaging)
	Microsoft Certified System Engineer (MCSE)	Microsoft Certified System Administrator (MCSA)	Microsoft Certified Professional (MCP) in Visual Basic	Microsoft Certified Professional (MCP) in Visual C++
VMWare	VMWare Certified Professional – Network Virtualization	VMWare Certified Professional – Cloud Management & Automation		VMWare Certified Professional – Data Center Virtualization
Security & Networking	Certified Ethical Hacker (CEH - EC Council)	Certified Ethical Forensic Investigator (CEFI)	Cisco Certified Network Administrator (CCNA)	Juniper Certified Network Administrator
Educational & Management	PG in Artificial Intelligence and Machine Learning	Bachelor Of Computer Applications	Higher Secondary Certificate - Mumbai University	SSC - Mumbai University
	Diploma in Software Engineering from VMCI	ITIL (EXIN)	PMP – Theory	



## PROFESSIONAL EXPERIENCE

**Organization:** IFI Tech Solutions Pvt. Ltd  
**Title:** Head – Cloud Business & Practice  
**Period:** October 2020 – Till Date  
**Profile:** Responsible for Microsoft Professional Service Business  
Responsible for Enterprise Clients – Technical Engagement & Relationship  
Worked with Partner Account Managers to formulate strategies to win Enterprise Clients  
Worked with Partner Technical Managers to brief clients on technical knowhow  
Worked with Partner Technical Managers to design internal team’s technical growth and upscale plans  
Created solution packages pertaining to cloud products & services, such as VDIs & Storages  
Conducted Pre Sales Training  
Designed & Architected Enterprise Solutions for Azure  
Contributed in turnkey projects and worked jointly with OEMS, partners & third party vendors  
Worked closely with Cloud Providers & OEMs to design, architect & delivery solutions to Public Sector Units, thereby, gaining exposure to BID processes  
Worked closely with BFSI Domain to provision platforms which ensure high availability, high performance of applications & infrastructure  
Designed Solutions with reference to Cloud Security best practices  
Designed & Integrated Third Party Security Solution with Cloud Providers  
Contributed to Post Sale Team Training & Best Practice Process Guidelines  
Discussed Accounts with Internal Sales team to create business plan and work flows  
Created Business Intelligences for Internal Process  
Create Business Plans & Approaches

**Organization:** Hitachi Systems Microclinic Pvt. Ltd  
**Title:** Head – Cloud Business & Practice  
**Period:** Sep 2016 – Sep 2020  
**Profile:** Responsible for Microsoft Professional Service Business & Cloud Business  
Mentored & Guided Microsoft Delivery Team  
Mentored & Guided Microsoft Azure Delivery Team  
Mentored & Guided AWS Delivery Team  
Reviewed Solution Architects & Solutions Designed  
Conducted Sales & Pre Sales Training  
Contributed to Post Sale Team Training & Best Practice Process Guidelines  
Discussed Accounts with Internal Sales team to create business plan and work flows  
Created Business Intelligences for Internal Process  
Create Business Plans & Approaches  
Designed & Architected Enterprise Solutions for Azure, AWS & Google Cloud  
Designed & Architected Hybrid Data Center Solution & E Mail Solutions

**Organization:** Sunfire Technologies Pvt. Ltd  
**Title:** Associate Vice President  
**Period:** March 2016 – Sep 2016  
**Profile:** Responsible for Professional Service Business  
Created Work Flows for Internal Processes  
Reviewed & Discussed Solution Designed Documents based on client requirements  
Reviewed Service Delivery Projects & contributed in Managing the Process  
Worked with Pre Sales Team to Close Solution Deals  
Contributed to Post Sale Team Training  
Discussed Accounts with Internal Sales team to create business plan and work flows  
Created Business Intelligences for Internal Process  
Create Business Plans & Approaches  
Aligned closely with OEMs for opportunities

**Organization:** Comparex India Pvt. Ltd  
**Title:** Delivery Head & Solution Lead  
**Period:** June 2013 – February 2016  
**Profile:** Responsible for Professional Service Business for Enterprise Clients  
Designed Solution for Infrastructure & Application based on Client requirement  
Managed Projects for internal team and clients  
Managed Delivery for Clients  
Designed & worked on internal business processes  
Managed a team of Professional Service consultants of Microsoft Technologies  
Managed a team of Professional Service consultants of Security & Network Technologies  
Validated solutions designed and proposed by internal consultants  
Validated solutions designed and proposed by vendors  
Contributed to revenue jointly with Sales team and was responsible for numbers  
Vendor Management  
Worked closely with OEMs to plan accounts  
Trained Business team on technology  
Designed Project on Cloud Solutions like Azure & Office 365, VMWare & Other major OEMs

**Organization:** AM Technologies  
**Title:** Head - IT Infrastructure & Practice  
**Period:** November 2011 - Feb 2013  
**Profile:** Managed a team of Professional Service consultants of Microsoft Technologies  
Managed a team of Professional Service consultants of Security & Network Technologies  
Validated solutions designed and proposed by internal consultants  
Validated solutions designed and proposed by vendors  
Contributed to revenue jointly with Sales team and was responsible for numbers  
Managed and Maintained application & infrastructure best practice in contact center for in-bound  
And out-bound calls  
Worked closely with OEMs like Microsoft, Vidyo, HP, Dell, etc. to close deals with clients  
Worked closely with OEMs to meet clients and understand their technical requirements  
Trained internal team on technology to ensure smooth consultation practice  
Managed and maintained internal servers for smooth internal operations  
Managed and Implemented internal IT Policies

**Organization:** TSR Info Solutions  
**Title:** Head - IT Infrastructure & Application  
**Period:** July 2008 - November 2011  
**Profile:** Validated solutions designed and proposed by internal consultants  
Designed & Implemented IT Infrastructure for the Clients  
Managed IT department (Application, Security & infrastructure)  
Responsible for staff appraisals & sourcing  
Trained internal team on technology  
Responsible for client relationship and upsell  
Managed Remote Infrastructure Operations for the organization  
Prepared IT budget for internal clients  
Looked after delivery of solutions and operations

**Organization:** Osians  
**Title:** Sr. Manager IT  
**Period:** Jan 2005 – June 2008  
**Profile:** Implemented and followed ITIL Standards for service management  
Headed a team of 35 engineers (L1, L2 & L3) across India  
Managed vendors and negotiated for best hardware and application proposals  
Responsible for IT Infrastructure operation and maintenance  
Responsible for network operations across India which included VPN connectivity and MPLS networks, Managed routers & firewalls  
Managed Microsoft Networks & Infrastructure  
Managed Exchange Solution & Security  
Prepared IT budget for the management  
Looked after delivery of operations  
Looked after backups and planned recovery

**Organization:** Convergys India  
**Title:** Sr. Technician - Microsoft Managed Services  
**Period:** June 2003 - December 2004  
**Profile:** Supported clients on server issues as L2 & L3 support technician  
Helped and mentored L1 & L2 engineers in escalation  
Participated in training teams on technology & quality  
Buddied with support engineers to ensure quality during new assignments  
Monitored calls to ensure quality of customer service and technology

**Organization:** Cybernet Informatics India Pvt. Ltd  
**Title:** Sr. Programmer & Lead  
**Period:** May 1995 - June 2003  
**Profile:** Designed and developed inventory programs for clients based in their requirements  
Trained and mentored developers in win32 development APIs  
Administrated IIS server on windows 2000 & SQL 7.0 platform  
Developed scripts in ASP and JSCRIPT

## PERSONAL DETAILS

**Date of Birth:** 23rd August 1974

**Passport Number:** M3598178

**Address:** Sea Kist, Flat No. 2, B.J. Road, Bandra West  
Mumbai – 400 029

**Hobbies:** Carom Board, Football, Kick Boxing, Cycling, Music, Food & Travelling