



Hewlett Packard
Enterprise

Master Accredited
Solutions Expert

KANNAN NAGARAJAN

IT INFRASTRUCTURE PRESALES CONSULTANT - HP/ORACLE/VMWARE/CITRIX/VEEAM/RIVERBED CERTIFIED

Contact Information

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Professional Competence

A proactive, competent and astute professional, who ignites ideas that create continuous success with 100% Error Free orders and 100% reference-able customers.

27+ years of progressive, multi-cultural business experience in Presales, Sales, Post-sales support and operations.

Collaborating with customer IT executives and business team to qualify & quantify the business value of enterprise products and solutions. Utilizing people skills and technical expertise to make big sales through customer intimacy.

Capable of working efficiently in number of areas requiring knowledge of pan-global, multi-cultural business settings, innovative thinking and the ability to deal with virtual teams cutting across levels within organizations.

Skills

- A self-starter and team player
- Face to Face customer experience
- An enthusiastic and persistent problem solver
- High Impact Power Presenter and Effective communicator
- Technology communication, Consultation, Design and Presentation
- Business development, Account Management and Product Management
- End to End RFX Management and State-of-the-Art Proposal maker
- Principal and Channel Management
- Ability to convince decision makers of the soundness of the proposed solution.
- Coaching, Mentoring and building Techno-Commercial teams
- Enabling and Empowering Teams and Implementer of enablers for growth

Accreditations

- HP Master Accredited Solutions Expert (MASE)
- VMware-Technical Sales Specialist
- Citrix-Sales Professional
- Veeam Technical Sales Professional(VMTSP)
- Oracle Presale Specialist
- Riverbed Technical Sales Specialist

Technical Competence & Specialties

- Architecting IT Infrastructure Solutions
- Information Management and Governance
- Storage, Backup and BCP Solutions
- Virtualization Solutions
- Highly Accountability at work
- Hold personal integrity high up
- Good at charting plans and Mentoring
- Impeccable ethical conduct

Enabling & Empowering

Error Free Profitable Business

100% Reference-able Customers

Technology Accreditations

HP Accredited Presales Consultant

- Enterprise Storage Solutions
- Integrity Servers [2006]
- ProLiant Server Solutions [2006]
- StorageWorks Solutions [2009]
- ProLiant Server Solutions [2010]
- Virtualization Solutions [2010]
- Integrity Servers [2010]
- StorageWorks Solutions Architect [2011]

HP Accredited Technical Consultant

- HP Technical Certified I - SMB Storage Solutions [2013] R
- HP Technical Certified I - Workstations [2013]

HP Accredited Technical Consultant

- HP Accredited Technical Professional (ATP) - Storage Solutions V2
- HP Accredited Technical Professional (ATP) – Data Protector V9.0

HP Master Accredited Solution Expert

- HP Master ASE – Storage Solutions Architect V2
- HP ASE - Storage Solutions Architect V2

Riverbed Certified Professional

- Riverbed Sales Specialist - Edge Virtual Server Infrastructure
- Riverbed Technical Sales Associate Wan Optimisation
- Riverbed Technical Sales Specialist - Wan Optimisation
- Riverbed Technical Sales Associate - Edge Virtual Server Infrastructure
- Riverbed Technical Sales Specialist - Edge Virtual Server Infrastructure

Oracle Certified PreSales Specialist

- Sun Storage 6000 Arrays Presales Specialist
- Sun SPARC Enterprise T-Series Servers PreSales Specialist
- Sun SPARC Enterprise Entry-Level/Midrange/ High-End M-Series Servers PreSales Specialist
- Sun Flash Storage Presales Specialist
- Sun Storage 7000 Unified System Storage Sales Specialist
- Oracle Solaris 11 PreSales Specialist Assessment
- Oracle Linux PreSales Specialist Assessment
- Oracle Solaris Cluster PreSales Specialist
- Oracle StorageTek Tape Libraries PreSales Specialist
- Sun x86 Servers PreSales Specialist

Veeam Sales Processional

- Veeam Sales Professional (EMS)
- Veeam Sales Professional

Citrix Certified Professional

- Citrix certified sales professional 2012

HP Accredited Presales Professional

- Enterprise Solutions

HP Accredited Sales Professional

- Enterprise Solutions
- Service Sales [2009]
- Enterprise Solutions [2010]
- Networking [2011]
- Information Management Solutions [2016]

HP Accredited Sales Consultant

- BladeSystem [2007]
- Service Sales [2009]
- Enterprise Storage Solutions [2010]
- Virtualization Solutions [2010]
- Storage Solutions [2011]
- Converged Infrastructure [2011]
- HP Sales Certified - SMB Storage [2013]
- HP Sales Certified Networking [2013]
- HP Advanced Sales Certified - Enterprise Storage
- HP Advanced Sales Certified - Cloud and Converged Infrastructure [2012]
- HP Sales Certified – Converged Infrastructure Solutions [2014]
- HPE Sales Certified - Enterprise Solutions [2016]

Oracle Certified Sales Specialist

- Sun Storage 6000 Arrays Sales Specialist
- Sun SPARC Enterprise T-Series Servers Sales Specialist
- Sun SPARC Enterprise Entry-Level/Midrange/High-End M-Series Servers Sales Specialist
- Sun Flash Storage Presales Specialist
- Sun Storage 7000 Unified System Storage Sales Specialist
- Oracle Solaris 11 Sales Specialist Assessment
- Oracle Linux Sales Specialist Assessment
- Oracle Solaris Cluster Sales Specialist
- Oracle StorageTek Tape Libraries Sales Specialist
- Sun x86 Servers Sales Specialist Assessment

Veeam Technical Sales Processional

- Veeam Technical Sales Professional (EMS)
- Veeam Technical Sales Professional

VMware Certified Consultant

- Virtualization Technical Post-Sales
- VMware Technical Sales Professional (VTSP 4)

Award

Biggest StarOffice Win in the World - By Sun Microsystem, 2004

Technology Certifications (ILT)

HP Presales Community Certificates (HPPC)

- ESS Software Solutions
- IT consolidation and Business Continuity & availability
- SAP- A1 Connect
- Comp Kill workshop
- Business Information Optimization
- Business Technology Optimization

SUN Certified Sales Professional

- Selling Sun in the Data Centre ISA-060
- Sun ONE Products and Solutions Training GSO 800
- Sun GSO Project and Solution Workshop GSO 388
- Data Centre Products Training 310-804

HP Education Services Certificates

- Virtualization Solution
- Integrity Server Solutions
- ProLiant Solutions for the Enterprise
- Enterprise solutions
- Enterprise Storage solutions
- 3PAR Storage solutions
- Workstation Specialist
- Professional Displays
- HP P4000 SAN Solutions
- High Availability Solutions
- HP 3PAR Boot Camp
- Datacenter and Cloud Designing

Professional Experience

1. Company Name : Agni Business Company
 Position Title : IT Infrastructure Consultancy
 Specialization : Sales, Pre Sales, Support and Solution Expert
 Industry : Information Management and Governance Solution
 Date Joined : April 2017 – Till Date.

Work Description

We specialize in Backup Archival and Recovery solutions and services. We specialize on Microfocus Products Data Protector, Backup Navigator, Storage Optimizer, Connected Backup and Connected MX. We operate in India and Middle East .

2. Company Name : Mideast Data Systems LLC (Midis Group)
 Position Title : Manager – Technical and Presales
 Specialization : Pre Sales, Support and Solution Expert
 Industry : Enterprise Infrastructure Solution
 Date Joined : November 2012 – March 2017.

Work Description

Building the trusted relationship with OEM and build competency and team along with presales support and managing the support team. Managing Principal Relationship - HP, VMware, CITRIX, Veritas, Symantec and Veeam

3. Company Name : IMTAC LLC
 Position Title : Senior Solution Architect
 Specialization : Pre Sales Support and Solution Architect
 Industry : Enterprise Computing and Storage
 Date Joined : Feb 2010 – November 2012

Work Description

Collaborating with customer IT executives and the sales team and help qualify & quantify the business value of products and solutions. Utilizing people skills and technical expertise to make big sales. Managing Principal Relationship - HP, VMware, CITRIX and Veeam

4. Company Name : Precision Infomatic Madras Private Limited
 Position Title : Manager - Presales
 Specialization : Pre Sales Support and Solution Architect
 Industry : Enterprise Computing and Storage
 Date Joined : May 2007 – Jan 2010

Work Description

Was managing the Pre-Sales activities national level along with principal relationship management.

5. Company Name : Odyssey Technologies Limited
 Position Title : Vice President – Implementation & Customer Support
 Specialization : Implementation and Customer Support
 Industry : Security Gateway Software
 Date Joined : Oct 2005 - May 2007

Work Description

Heading the delivery, implementation and technical support Team

6. Company Name : Ingram Micro India Private Limited
 Position Title : Account Manager – Sales
 Specialization : Marketing/Business Development
 Industry : Computer / Information Technology
 Joined : Apr 2004 - Oct 2005

Work Description

Managing HP UNIX, HP Storage, HP Workstation, HDS, Quantum, Tandberg, Intransa External Storage solutions business and principal relationship management

7. Company Name : ACCEL ICIM Systems and Services Limited
 Position Title : Senior Account Manager
 Specialization : Marketing/Business Development
 Industry : Computer / Information Technology (HW)
 Joined : Jan 2003 - Apr 2004

Work Description

Heading the BFSI & ICE Verticals for HP & SUN Business

Awarded for the World's biggest win for SUN Micro Systems

8. Company Name : Nexus Computers Limited
 Position Title : Business manager
 Specialization : Marketing/Business Development
 Industry : Computer / Information Technology (HW)
 Joined : May 1992 - Jan 2003

Work Description

Started as Sales Executive and elevated as Business Manger managing 20 Members.

9. Company Name : Info Drive Limited
 Position Title : Business Executive
 Specialization : Marketing/Business Development
 Industry : Computer / Information Technology
 Joined : Sep 1987 - May 1992

Work Description

Marketing Computers and Peripherals and maintenance Contracts

Language Proficiency

<u>Language</u>	<u>Spoken</u>	<u>Written</u>
Tamil	YES	YES
Hindi	YES	YES
English	YES	YES