

NIKHIL GAHLOT

Role: Techno- Functional Lead

- **16+ years** of experience in the IT industry with diversified expertise in various facets of enterprise architecture, software development, customer relationship management, delivery, program management, and technical evangelist.
- Certified technology professional in multiple technologies domains
- Successfully executed multiple engagements spanning across technology frameworks like Business to Business (B2B), Business to Consumer (B2C), Government to Citizen (G2C), Enterprise Application Integration (EAI).
- Well versed with international market spanning UK, USA, Australia, Asia Pacific and India with prestigious clients like CSFB, Malaysian Government, Indian Government, Pepsi, Coke, MARS AIPE etc.
- Very strong Business Analysis skills and have been instrumental in client requirement gathering and analysis and cross group collaboration.

CORE COMPETENCIES

- Full-Lifecycle Product Development
- Technology Pre-sales
- Technology Consulting & Architecture
- Project Management
- Sales Process & Strategies
- Account Management
- Business & Account Planning
- High-impact Presentations

EMPLOYMENT HISTORY

- **Soluzione IT Services Pvt. Ltd.:** April 2013 – till Date
- **Microsoft Corporation:** December 2004 – March 2013
- **Mahindra Satyam (Satyam Computers Services Ltd):** October 1999 - December 2004

ACCOMPLISHMENTS

- Received Circle Of Excellence Gold Award in Year 2012 – Microsoft Corporation
- Recognition by Corp in Year 2009/10 for exceeding the product budget and +YoY growth for 3 consecutive years – Microsoft Corporation
- Received Circle Of Excellence Gold Award in Year 2008 – Microsoft Corporation
- Nominated for Global Best practice award in Year 2007 – Microsoft Corporation
- Received multiple awards for Best Solution Win in Year 2007 & 2008 – Microsoft Corporation
- Felicitated for Outstanding Performance for the Year 2006 - Microsoft Corporation
- Received award from Microsoft Malaysia for the best e-Business solution of the year 2004 for Ministry of Education .NET Portal and Integration project.
- Received an award from Microsoft Asia Pacific for the best education sector solution of the year 2004 for the Ministry of Education .NET Portal and Integration project.

- Received Initiative of the year – Technology award for the Cross Flagship Integration project in Satyam
- SIFY iWay project has been successfully deployed and running in more than 700 iWay cafes across India and has been a major revenue booster for SIFY

CERTIFICATIONS

- Microsoft Dynamics Deployment in CRM 2013
- Microsoft Dynamics CRM 2011 Installation and Deployment
- Designing and Developing Windows Azure Applications
- Pro: Designing and Developing Windows Phone Applications
- MCSD: Microsoft Certified Solution Developer (Microsoft .NET)
- MCTS: Microsoft Certified Technology Specialist (BizTalk Server 2006)
- MCAD: Microsoft Certified Application Developer (Microsoft .NET)
- MCP: Microsoft Certified Professional
- VCA: VeriSign Certified Administrator (Managing VeriSign PKI Services)

TECHNICAL SKILLS

- **Project Management Tools** - MS Project, Project Server
- **CRM** - Microsoft Dynamics CRM 4.0 / 2011/2013/2015
- **Languages** - .NET Framework, C#, ASP.Net, LightSwitch
- **Middleware** - Microsoft BizTalk Server, C#, COM+
- **Databases** - Microsoft SQL Server, Oracle
- **GUI** - ASP.NET, JQuery, HTML5, Bootstrap, JQuery
- **Case Tools** - Microsoft Visio
- **Tools & Utilities** - Visual Studio, Visual Source Safe, TFS
- **Domain Knowledge** - UML, OOAD, Design Patterns

SOFT SKILLS

- **Program Management** - Overall responsibility of product and project delivery, process implementation, cross project dependency, risk and team management and planning, team management and growth
 - **Project Management** - Planning, tracking, issue resolutions, resourcing, customer management, managing global teams
 - **Cross Group Collaboration** - Collaboration & communication across business and technology units
 - **People Management** - Mentoring associates, career guidance, managing diversity, performance, motivation and conflicts
 - **Problem Solving** - Have managed vast projects and have been recognized for problem solving and quick solutions at difficult stages of projects
 - **Interpersonal/ Presentation Skills**
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PROFESSIONAL DETAILS

Organization	Soluzione IT Service Pvt. Ltd. – INDIA
Role	Techno-Functional Lead
<p>At Soluzione I am responsible for multiple accounts and project. From customer facing perspective my job responsibilities include:</p> <ul style="list-style-type: none"> • Managing account relationship • Business analysis • Solution Architecture, • Project management <p>Internally, I am responsible for providing</p> <ul style="list-style-type: none"> • Solution architecture and design • Technical guidance to team on CRM and cloud technologies • Manage project execution <p>Some key projects:</p> <ul style="list-style-type: none"> • Aspiri Financials (Australia) – Dynamics CRM Online, Windows Azure and SharePoint Online • GoFundraise (Australia) - Dynamics CRM Online, Windows Azure, Adobe EchoSign • Renodis (US) - Dynamics CRM Online, Windows Azure, ASP.Net, HTML5, BootStrap • JogPost (UK) - Dynamics CRM Online, Windows Azure, ASP.Net, HTML5, BootStrap • Australian Institute of Professional Education (UK) - Dynamics CRM IFD, SharePoint, ASP.Net, HTML5, BootStrap 	

Organization	MICROSOFT CORPORATION - INDIA
Role	Technology Strategist
<p>As Technology Specialist I was responsible for providing pre-sales and technical/architectural support for strategic accounts. Act as single point of contact for all technology related matters, provide technical, business knowledge and experience to drive Microsoft solutions for customer’s infrastructure, LOB and mission critical systems.</p> <p>Help customer in technical solution conceptualization, design and development by assembling and leading Microsoft partners, other Technical Specialists and Microsoft consultants as needed.</p> <p>Evangelize and seed solution/ products based on latest technology trends like mobility, windows app, cloud technologies and web 2.0 technologies.</p>	

Organization	MICROSOFT CORPORATION - INDIA
Role	Industry Market Development Manager

As Industry Market Development Manager (IMDM) my core focus is to drive the strategy and adoption of Industry Solution Areas (SA's) leveraging the Microsoft software platform across the public sector customer base. I was responsible for replicable eGovernance solution areas (Industry Solution Areas) for the country. The execution of SA strategies is accomplished by working with Microsoft Account Team Units (ATU), other field based resources, Partners, and the Customer.

As IMDM I define, develop, prioritize, and ultimately sell these Industry Solutions at scale with these resources. I play a role of a Subject Matter Expert (SME) relative to industry trends, competition, and account-specific business drivers.

I am also responsible for creating go to market programs and partner initiatives. I have created and executed programs and promotions that drive results in the marketplace for both Microsoft and our partners.

The job involves the following responsibilities:

- Achieve revenue targets through the development and scalable execution of a business plan for specific industry solution area
- Develop partner ecosystem for the assigned Industry Solution Areas. Achieve scale by selling with and through our Industry partners
- Work with worldwide teams to create and land India specific IPSA programs and partnerships.
- Conduct account planning with sales teams focusing on building relationships with business decision makers
- Deliver customer evidence that can be publicly referenced and that demonstrates competitive differentiation and/or business value resulting from implementation of industry focused Microsoft capabilities
- Demonstrate industry relevance and credibility through industry events/associations presentations
- Execute the above strategies by driving the cloud engagements with Microsoft Sales, Specialist and Microsoft Partners

Organization	MICROSOFT CORPORATION - INDIA
Role	Product Technology Specialist/ Technical Solutions Professional
<p>This is a technical sales role at national level where I was responsible for realizing the revenue targets across a set of Microsoft product lines from Indian Enterprise customers. The segment includes various industry verticals such as manufacturing, banking and finance, Professional IT services and Government (state government, central government and defense) customers. Responsible for multiple product lines such as Microsoft BizTalk Server, Microsoft SharePoint Portal Server, Microsoft Commerce Server and Microsoft SQL Server. Broadly, the job involves the following responsibilities:</p>	

- Technology consulting to the end customer based on their specific requirements.
- Accountable for achieving product group quotas (revenue targets) at national level.
- Provide deep technical expertise to enhance the sales process and to customers through direct account engagement and some programmatic activities.
- Jointly responsible for creation, maintenance and execution of strategic plans around relevant product set, encouraging adoption of products in accounts.
- Understand, innovate solutions around Microsoft stack articulating the technical depth, business value and benefits of the Microsoft platform.
- Cross-group collaboration and work with the virtual account team, consisting of Sales Representatives, Partners, Microsoft Consulting Services and Marketing to meet customer needs.
- Engage, manage and incubate partner eco-system which includes working with partners on combined business plans and to ensure the technical readiness of partners on Microsoft products.
- Responsible for working with product teams to provide technical feedback from the field back to them.

Organization	SATYAM COMPUTERS SERVICES LIMITED - UK / MALAYSIA / SINGAPORE / INDIA
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Role	Project Manager
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Have managed multiple projects in various geographies for international clients. Some of the key projects are eCRM-LCW migration (MasterFoods, UK), JLT-Net Broker (Jardine Lloyd Thompson, Singapore), Tele-Primary Care (Ministry of Health, Malaysia).

- Undertaken completely responsibility for pre-sales, technology consulting & project delivery.
- Managed project team of 20+ professionals spread across geographies such as UK, India and APAC.
- Ensured accomplishment of organizational objectives in accordance with outlined priorities, time and funding considerations.
- Effective management and communication within the project team, with the sales team, technical teams and any other team within the organization.
- Maintained high levels of customer and employee satisfaction.
- Mentored team members.
- Ensured delivery of project deliverables within schedule and budget.
- Quality assurance of the entire project.
- Provided strong pre-sales support to the sales team.
- Contributed extensively in recruiting and hiring activities.

Organization	SATYAM COMPUTERS SERVICES LIMITED - USA / MALAYSIA / SINGAPORE / INDIA
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Role	Architect
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Have provided architecture level consulting in number of projects including a very strategic nation-wide government enterprise architecture initiative spanning multiple ministries and key government personnel within Malaysia. Also played the role of chief architect and responsible for leading a team of 3+ architects. Key projects include Cross Flagship Integration (MDC, Malaysia), SSMS-EMIS Integration (Ministry of

Education, Malaysia), Tele-Primary Care (Ministry of Health, Malaysia), SIFY-iWay (SIFY, India), and Process Optimization (Matsushita, Singapore).

Key responsibilities included:

- Providing pre-sales technical support during sales cycle which included studying the requirements from RFP, Tender, and RFI documents and come up with overall solution architecture, solution approach, and technology stack.
- Ensuring the quality and accuracy of requirements gathered by the Business Analyst team to ensure the quality and accuracy of collected information.
- Analyzing the complete business requirements.
- Developing the various architecture such as logical and deployment.
- Driving the detailed design of the application based on UML and OOAD methodology.
- Reviewing various design artifacts like class design, sequence diagram, deployment diagram, database design.
- Ensuring the quality of architecture and design artifacts developed for the application.

Organization	SATYAM COMPUTERS SERVICES LIMITED - UK / INDIA
Role	Project / Technical Lead
Worked as Project / Technical Lead while leading team of up to 4 people. Some of the key projects were OMNI (Credit Suisse First Boston, UK), SIFY-iWay (SIFY, India), B2BxChange (BAYPAR, USA).	
Key responsibilities included:	
<ul style="list-style-type: none"> • Actively participated in evolution of the architecture, application and database design • Worked on detailed work breakdown and planning for the module • Was responsible for ensuring that module is delivered on time • Developed COM+ coding standards. (These coding standards were followed across various projects) • Acted as a technical guide to the team 	

Organization	SATYAM COMPUTERS SERVICES LIMITED - USA / MALAYSIA / SINGAPORE / INDIA
Role	Developer
Worked as a development team member eventually moving up to a team lead position developing a wide range of customized software solutions across industry segments like B2B, B2C, manufacturing and retail. Core responsibilities included:	
<ul style="list-style-type: none"> • Studying the requirements, architecture and design documents • Development of the allocated modules/ functionality of the application • Testing of the developed module/ functionality • Delivering the allocated work on time 	