

## **Milind Parte.**

A Sales & Presales with 7 years of experience encompassing, Requirement Gathering, Designing Enterprise Networks. Current role engaged with Manufacturing, SME , BFSI Sector Based Clients, suggesting a proper Infrastructure & Networking solution to them, assisting with Proof-of-Concepts, and actively working in Lauren Information Technologies PVT LTD.

### **Objective**

To apply the experience gained over the last 5.5 years constructively thereby helping in the growth of the organization as well as self.

### **Experience Summary**

- More than 5+ Years of experience in Networking (Pre Sales and Post Sales)
- Strong background in passive and active networks.
- Proven competency, sincerity, and hardworking qualities
- High sense commitment and dedication
- Positive attitude towards work

### **Professional Experience**

**Lauren Information Technologies Pvt.Ltd – Key Account Manager**  
**May 2019 – July 2020**

**Syndrome Technologies PVT. LTD.- Asst. Manager – Networking Presales**  
**May 2018 – May2019**

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**Lauren Information Technologies Pvt. Ltd – Presales Executive - Networking**  
**July 2017 – May 2018**

**Intec Infonet Pvt Ltd. – Network Professional.**  
**June 2013 – January 2017.**

**ANS Telecom Innovation PVT. LTD , Mumbai – NOC Engineer.**  
**January 2013 – June 2013.**

### **Technical Qualifications**

<b>CCNA</b>	Cisco Certified Network Associate.
<b>JNCIA</b>	Juniper Network Certified Associate

<b>DELL</b>	SE: Data Center Networking Credential
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## **Work Experience**

### **Lauren Information Technologies Pvt. Ltd.**

Job Role: Key Account Manager – Infrastructure

- A. Develop new business opportunities with potential customers at all stages of the sales cycle to include targeting, prospecting and presenting compelling business propositions
- B. Work effectively with decision makers, to develop long term strategic relationships
- C. Managing large partners in channel sales and end direct customer as well.
- D. Vendor management, partner management, team management.
- E. Present powerful, persuasive sales presentations that effectively demonstrate the value proposition
- F. Develop and maintain a robust deal pipeline toward targeted entities to continuously grow the business and generate sales.
- G. Handling team and assigning work for them, review on funnel & sales strategy with team members.
- A. Responsible for Driving the opportunities till the closure
- B. Handling Networking portfolio for OEM [Cisco, HP ,Juniper,Mojo Networks]
- C. Working closely with OEM on mostly SME – Projects for providing architecture solution and logical documentations.
- D. Mostly, engaged with OEM's & Clients as a Techno-Commercial person.
- E. Handling SD-WAN portfolio for OEM [Fatpipe , Lavelle Networks].
- F. Engaged & Involved in the Preparation & Validation of CCW.
- G. Work with Customers & OEM Team for understanding & designing the Whole Network.
- H. Also engaged and closely working with the Distributors & OEM for new account management.
- I. Also involved in tendering [Open & Close]
- J. Conducting survey as per requirement [Networking Portfolio- Active & Passive]
- K. Assisting in POCs (Proof of Concepts) to demonstrate OEM Value propositions practically.

### **Syndrome Technologies Pvt. Ltd.**

Job Role: Assistant Manager – Presales Network

- L. Working close with sales team on new networking opportunities.
- M. Responsible for Driving the opportunities till the closure
- N. Handling Networking portfolio for OEM [Cisco, HP ,Juniper,Mojo Networks]
- O. Working closely with OEM on mostly SME – Projects for providing architecture solution and logical documentations.
- P. Mostly, engaged with OEM's & Clients as a Techno-Commercial person.
- Q. Handling SD-WAN portfolio for OEM [Fatpipe , Lavelle Networks].
- R. Engaged & Involved in the Preparation & Validation of CCW.
- S. Work with Customers & OEM Team for understanding & designing the Whole Network.
- T. Also engaged and closely working with the Distributors & OEM for new account management.
- U. Also involved in tendering [Open & Close]
- V. Conducting survey as per requirement [Networking Portfolio- Active & Passive]
- W. Providing Training as per customer requirements.
- X. Assisting in POCs (Proof of Concepts) to demonstrate OEM Value propositions practically.

**Lauren Information Technologies Pvt. Ltd.**

Job Role: Presales Executive - Networking

- A. Working close with sales team on new networking opportunities.
- B. Responsible for Driving the opportunities till the closure
- C. Handling Networking portfolio for OEM [Cisco, HP ,Juniper]
- D. Working closely with OEM on mostly SME – Projects for providing architecture solution and logical documentations.
- E. Mostly, engaged with OEM's & Clients as a Techno-Commercial person.
- F. Work with Customers & OEM Team for designing the Whole Network .
- G. Also involved in tendering [Open & Close]
- H. Conducting survey as per requirement [Networking Portfolio]
- I. Providing Training as per customer requirements.
- J. Assisting in POCs (Proof of Concepts) to demonstrate OEM Value propositions practically.
- K. Responsible for the closure of the opportunity.

**Intec Infonet Pvt. Ltd.**

Job Role: Network Professional

- A. Work with Customers & Juniper Team for designing and implementing the Whole network
- B. Conducting survey as per requirement [Wireless, LAN ,CCTV] C. Preparing solution documents over the survey reports prepared.
- D. Providing Training as per customer requirements.
- E. Assisting in POCs (Proof of Concepts) to demonstrate OEM Value propositions practically.
- F. Providing support to the Post-Sales team related to the execution of the project.

## **ANS Telecom Innovation PVT. LTD , Mumbai**

Job Role: NOC-Engineer

- Configure and Manage the workstations & Inventory Management.
- Configured, monitored and troubleshoot issues on “SOFT-SWITCH[VOS-3000]”.

### **ADDITIONAL INFORMATION :-**

- Expertise on Switching & Wireless Products
- Proficiency on Juniper & Cisco Switches, & Wireless solution
- Knowledge on Wireless & Unified communication solutions.
- Knowledge on Network Management Software (Junos Space- Juniper)

### **EDUCATIONAL DETAILS :-**

- Part-time MBA in IT [MET-College of Management,Bandra-Mumbai University]
- Bachelor of Computer Engineering [Bharti Vidyapeeth College of Engineering-Mumbai University]
- Diploma in Computer Technology [Bharti Vidyapeeth Institute of Technology-Mumbai University]
- 10th [Marol Education Academy High School-Mumbai University]

**PERSONAL DETAILS :-**

Name : Milind Kishor Parte  
Date of Birth : 12-October 1986  
Gender : Male  
Nationality : Indian  
Marital Status : Married  
Languages Known : English, Hindi and Marathi.  
Address : 106-Shanti Apts No.3, Military-rd, Marol-  
Maroshi, Andheri (E), Mumbai 400059.  
Email : partemilind@gmail.com

**Undertaking :-**

I hereby declare that, the information furnished above is true to the best of my knowledge and belief.

Date:  
Place: Mumbai

Milind Parte  
Mob:-91 9076755541