**Sanjeev Chouksey**

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**Hobbies:** Reading, Travelling, Swimming, Automations, PoC **Social:** <https://linkedin.com/in/sanjeevchouksey>

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~24 years of success in adapting technology. Experience spans in Customer facing roles such as Delivery Architect, Presales, Technology Consulting, Business Development & Software Development in both product and services companies like Nokia, Acision, Tech Mahindra, Ericsson, Times Internet. Worked closely with various stakeholders in different parts of the world. Demonstrated track record of leading cross-functional teams, products & solutions.

**SKILLS / COMPETENCIES**

* End to End – Customer facing Solution Architect spanning various domains such as Transport, Routing/Switching, STP/DRA, Packet Core, SDM, 4G/5G Core, IMS/VoLTE, IoT, Messaging, IT, OSS, BSS, Security, Platform, Application, PaaS, AWS, Kubernetes, Docker, microservices, Generative AI/ML etc.
* Cloud & Data Center Solutioning Architect (CDC)
* Cross Domain Expert and Trusted Advisor (Technical Consulting to CxOs)
* Multi-vendor/product System Architect & Design, Solutioning, Scoping, IA, Costing/Efforts & Benchmarking
* Presales and Sales Enablement - Bid Management & Solution Selling
* Customer, Technologies & Business Centric, Excellent Communicator and Self-Driven

**CAREER RECORD**

**Nokia, India as** **IoT Customer Solution Architect in Enterprise Product – May 2019 - present**

Currently working as E2E Customer Solution Architect for IoT PaaS responsible for onboarding various Telcos, MVNOs, Enterprises in Nokia’s Connectivity Platform (WDH, WING Digital Hub), which is offered As Network Function as a Services (NFaaS) under Nokia’s World-wide IoT Network Grid (WING). Solution includes most of the Nokia products, customer nodes and 3rd parties’ nodes/solutions.

**Platform:** Multi-tenant Platform using Cloud, Kubernetes, Docker, micro services, API g/w etc.

**Cloud & H/w:** Nokia Cloud (CBIS/CBAM), AWS Cloud **Nodes:** PGW, PCRF (SPS) & SMSC, eSIM

**Subs Data Management:** AuC, HLR/HSS, Provisioning G/w & oneNDS **Security:** AAA, Firewall, SIEM etc.

**OSS:** NetAct & Probes, B&R, Automation using Datadog API, ELK. **Transport:** 7750 Routers, DNS, STP & DRA

**BSS:** Online/Offline Charging (OuC), Enterprise Bus (Convergent Mediation-Comptel), Billing/Kenan etc.

* Prepare & signoff Architecture, High Level Solution Design (HLSD) & Customer Integration Questionnaire (CIQ) basis various customer & their vendors discussions to align with challenges & technology enablers at all ends. Lead technical discussion for realizing the solution which involves many technologies, products & services.
* Review & Low-Level Designs (LLDs) of various nodes as required in solution.
* Managing architects and engineers of various domains for best practiced architecture for customer.
* Support Sales, Business Development and Presales for closure of selected business opportunities.
* Cross Domain E2E ownership towards customer for all Product & Services for defined solution.
* Troubleshoot & RCA accountability of customers managed be it on transport, Kubernetes, PoDs, mS etc.

Key Achievements/Activities:

* Successfully, timely concluded & onboarded multitude of CSPs & Enterprises in various parts of the world.
* Supported sales in winning many RFPs in WING/IOT domain.
* Three consecutive quarterly awards for various deliveries within 1st year. Most awarded individual.

**Nokia, India as SI Solution Manager, SI & CDC Solution Cross Domain Experts – May 2015 to May 2019**

I was responsible for services portfolio presales, tech consulting, sales enablement & business development in Prime and Multivendor System Integration Services & Solutions covering Multi-Vendor Cloud, IMS Core, VoLTE, VoWiFi, 4G Services, Smart-City, Cross Domain Services Solutions, App & Services Migration etc.

* + Prepared services solution to fit customer requirement and offered a competitive advantage.
  + Plan, Create, Drive, Bid, Benchmark & Cost Analysis.
  + Cross Domain E2E ownership covering all Services for defined opportunities.

Key Achievements/Activities:

* Handled System integration solution & services and its expansion. Over 30 VMware & Open stack cloud instances on various HW/SW stacks for RJIO to enable them as largest 4G/IMS/VoLTE player in the country.
* Won Network Consolidation RFP for Merged Vodafone & Idea CSP in India
* Nominated champion for Cloud, Data Center, Telco Cloud Transformation and 5G services for India Market
* Significant & consistent contribution in achieving > 100% SI presales targets in FY 2015, 16, 17 and 18.

**Independent Consultant, Gurgaon, India (Technology, BD/Presales) - Jul 2013 to May 2015**

* Aura Ventures Pvt. Ltd. General Manager/Consultant (Gurgaon, India) - Sep 2014 to May 2015
  + Technical consulting to Price Water House for their Tier-1 Customer’s (>1bn $) for Infrastructure Asset Lifecycle Management - preparation of BoM & Equipment Catalogue.
  + Technical consulting on wireless design & solutions to Google, Gurgaon, India for dimensioning & planning of APs, routers, switches etc. for one of the Indian Govt. PAN India solutions.
* Vidhya Info Solutions Pvt. Ltd. (Gurgaon, India) - Jul 2013 to May 2015
  + Designed & Developed portal as a stable & secure platform from the scratch. Managing solution/platform including code reviews, DB, cloud hosting & migration, system admin & security.

**Acision, Gurgaon- India as Solution Architect & Account Manager (SW Asia) – Feb 2011 to Jun 2013**

Acision an offshoot of LogicaCMG; a global leader in messaging with ~50% market share worldwide & >50% in India

* Worked as a Solution Architect & Account Manager for North India & South-West Asia account.
* Solution Architect, Design & Presales activities for Messaging and Data. Later Account Manager for North India.

Key Achievements:

* + Solution Design, Architect Presales for products such as SMSC, MMSC. Improved the net margin to a significant level with ~90% YoY sales incentive. Handled business of >100mn $ with significant growth.

**Tech-Mahindra, Atlanta - USA as Sr. Manager Business Development – May 2010 to Oct 2010**

**Tech-Mahindra, Noida, India & Singapore as Sr. Mngr - Tech Advisory Services – Jun07-Apr10 & Nov10-Jan11**

**North America**

* Business development activities (hunter) to generate new business opportunities, either directly or through potential partners in NA territory. Create avenues & synergise business of TechM with Mahindra Satyam.

Key Achievements:

* + Successfully Identified and closed Mobile Couponing & Advertisement deal for a large Enterprise.
  + Lead, Contributed & Presented Mobile Application Store Best practices at TM Forum, Baltimore-USA.

**Singapore**

* Technical Consultancy to senior executives /CxOs, Business development & Strategic partners.

Key Achievements:

* + Tech Consultancy to Singtel, Singapore with Analysys Mason in a project driven by Singtel CEO International in addressing consolidation of VAS enablers & Mobile Apps Store for new offerings post various in-person meeting with their subsidiary in APAC (Australia, Thailand, Indonesia, Philippines etc.).
  + Bagged IDA/Regulatory project for hosted location interoperability leveraging StarHub, Singtel & M1.

**India**

* Pre-sales, Solution Design, BoM, Compliances, Bid & Proposal Management for various RFPs in India & abroad.

Key Achievements:

* + Bagged offshore delivery centre setup a lab & competence centre in Bangalore.
  + Service Delivery Platform (SDP) deal for Tier-2 Customer as Presales / Techno-commercial role.
  + Best Manager & Innovation and Leadership Award- - Tech-Mahindra/Canvas-M, India.

**Ericsson, Gurgaon - India as Sr. Engineer, Consulting – July 2004 to Jun 2007**

I was part of Global Services team & was responsible for presales and business development in Ericsson Mobility World for Hosting & Managed Services, Mobile Applications / Mobile Apps & Contents.

Key Achievements:

* + Worldwide Best Hosting Business Award –Ericsson, Sweden for setting up hosted and managed services offering for content delivery platform and Ring Back Tone Solution for 3 Tier-1 Telco in India & Sri Lanka.
  + Signed content contracts with >20 content providers e.g. T-series, EMI, Sony Music, Universal.
  + Business Excellence Club Ace, Ambassador and Falcon Award - Ericsson, India.

**Times Internet Limited as SW Developer- India, Delhi –Apr 04 to Jun 2004**

I was responsible for Web & Mobile App, development, hosting, database management in Internet & Telecom domains. Technologies:Java, J2EE, JSP, J2ME, PHP, Eclipse, DHTML, CSS, JS, Oracle8i, PL/SQL, Linux.

**Info-face Technologies Pvt Ltd- India, Delhi – India as Software Developer –Jul 2000 to Apr 2004**

I was responsible for Web development & DB management in Internet. Completed projects such as Document Management System, Sales & Support Management (e-CRM). Technologies:Java, J2EE, JSP, ASP, Eclipse, Oracle, PL/SQL, Linux.

**SCHOLASTICS**

* **Bachelor of Engineering** from **Government Engineering College** (GEC), Bhopal, India (1996-2000) in **Computer Science & Engineering.**
* **MIT xPRO - Designing and Building AI Products and Services (Online & Ongoing)**

**Certificates**

1. **MITx** - Cybersecurity for Critical Urban Infrastructure - Validation no. 142782f262c442a2a1935e7185d95cff
2. **AWS** - AWS Architect Associates - Validation no. 2311cc6e2c0e4b29bccd32d88e16d9ec
3. **Nokia** - 5G Technology, IoT, IoT Device Mngmt, DevOps, SaaS, Artificial Intelligence & Machine Learning, Future X Networks, Data Center, Solutions Selling, Consultative Selling, Negotiation, Project Mngmt & PMO, Scaled Agile Framework (SAFe) etc. [Training - Nokia Cloud and Data Center Services in Nokia, UK]
4. **Ericsson** - Ericsson Certified Solution Architect (Diploma) & Leadership Certificate
5. **Udemy** - Generative AI (Artificial Intelligence), Data Science, Machine Learning & Deep Learning with Python, Kubernetes. Python & Ethical Hacking, Full Stack Websites, React & Go (Golang), Datadog etc.