




# KUNAL PRADHAN


Solutions Architect - Cloud and IoT

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## ABOUT ME

7.9 years of experience in design and implementation for Core IT Infra, Cloud Solutions and end-to-end IoT Solutions with Sensor tests, Connectivity and use case deployment. Want to be associated with an organization which progresses dynamically and gives me a chance to utilize my skills and contribute to its growth.

## SKILLS

- IaaS, SaaS, PaaS, DRaaS
- AWS, AZURE, GCP, M365, Intune, Acronis, Metallic, Duo,
- Cloud Migration & Multi-cloud, Hybrid Deployment
- Azure VM, EC2, Azure Storage, S3, VPN gateway, Application Gateway, WAF, MFA, SSO, HA, Database, Recovery Vault, Load Balancer, Traffic Manager, FrontDoor, CloudFront, App Service
- IIoT End-to-End deployment
- IIoT Use case testing & planning
- LoRaWAN, BLE, GPS
- IoT Infra Cloud Integration
- IoT Network and Radio planning
- Asset & People Tracking, Smart Parking, Environmental Monitoring, Temp & Humidity

## RESPONSIBILITIES HANDLED

- Experienced in solution architecture, solution design, sizing, effort estimation.
- Formulated and deployed cloud solutions for customers across different domains.
- Demonstrated experience in the Presales process framework, proposal submission process and best practices in order to convert leads to opportunities.
- Prepared and delivered solution-based, use-case-based presentations and demonstrations to customers and to a variety of audiences from C-level to end-users and all levels in between.
- Identified technical processes, structural risks and prepared risk mitigation plan after understanding client requirement and effort estimation.
- Contributed to the sales team in driving revenue by qualifying leads and answering Requests For Information (RFIs) and Requests For Proposals (RFPs) in a detailed manner.
- Provided competitive analysis of solutions with differentiation and articulated value proposition.

## EXPERIENCE



One Network Consulting Pvt. Ltd.  
Mumbai, India

Sr. Solutions Architect (Oct 2019 - Present)

- Joined One Network, with a vision to develop their Cloud and IoT division. My duties involved Designing Solutions for Cloud use-cases using Azure, AWS and other public cloud platforms.
- Lead technical design sessions along with designing and documenting Cloud and IoT solutions that are aligned with client business objectives.
- Delivered solutions in IaaS, PaaS and SaaS models with BCP, Security, VPN gateway, WAF, MFA, SSO, HA, Database, Recovery Vault, Load Balancer, Application Gateway, Traffic Manager, FrontDoor, Elastic Beanstalk, CloudFront, App Service, Azure DevOps.
- Assisted in designing and building of cloud security architectures, ensuring security is a core part of design and development of clients' cloud solutions.
- Assisted with creation of cloud migration strategies; defining delivery architecture, creating the migration plans, designing the orchestration plans, and more. Assisted in creating and execution of migration runbooks.
- Designed solutions & PoC for LoRaWAN based IIoT solutions, Asset Tracking, Environmental Monitoring, Smart City and Building/Facilities and Industrial Infrastructure Management solutions.
- Responsible for researching and testing new solutions in Cloud Infrastructure, Security and DR/BCP for Next generation security and Digital transformation.
- Responsible for researching and testing sensors and IoT platforms to build use-cases for varying verticals such as Airports, Logistics, Manufacturing, Agriculture and Smart Cities.

### Accountability

- Solutions Designing, Implementation and Learning - 40%
- Customer/Project Meetings - 30%
- Team Coaching, Recruiting, and Mentorship - 20%
- Relationship Management - 10%





**Idealake Technologies Pvt. Ltd**  
**Mumbai, India**

Cloud Administrator (July 2018 - Sept 2019)

- Cloud Solution design and implementation on Microsoft Azure, AWS and GCP for multiple projects in majorly BFSI sector.
- Delivered Cloud solutions in IaaS, PaaS models with Security, WAF, Application gateway, HA, SQL database.
- Delivered solutions involving BCP & DR for Virtual Machines, App Services in multiple regions.
- Web Administration using App Service, IIS, Apache.
- Web application performance testing using test-cases on Azure Devops, Apache JMeter.
- Configured and fine-tuned client tenant space, secured environment according to client/project requirements.
- Collaborated with IT teams to define and develop documentation, policies, procedures, processes and operational run books.

**Accountability**

- Solutions Designing, Implementation and Learning - 60%
- Team Coaching, Recruiting, and Mentorship - 20%
- Customer/Project Meetings - 10%
- Relationship Management - 10%



**Tata Consultancy Services**  
**Mumbai, India**

Systems Engineer (July 2015 - July 2018)

- Part of Internal IT team that managed Private Cloud infrastructure hosted on VMware for Global TCS users and applications.
- Provided VMware support including incident and work requests within the virtualization infrastructure spanning multiple data centers, across multiple VMware ESXi environments.
- Performed operating system administration for local and remote systems including installation, OS and software patching, system security, data backup, and problem analysis activities.
- Participated in recommendations for system upgrade, system architecture and design.
- Management and administration of Windows Servers and Red Hat Linux Server.
- Backup administration using Veritas Netbackup and EMC Avamar.
- ITIL - Incident Management with RCA of Support Tickets

**Accountability**

- Implementation and Learning - 80%
- Customer/Project Meetings - 10%
- Team Coaching, Recruiting, and Mentorship - 10%

**CERTIFICATIONS**

- AWS Certified Cloud Practitioner
- Acronis Cloud Tech Professional
- Acronis Cloud Tech Fundamental
- Acronis Cloud Tech Associate - Advanced Backup
- Acronis Cloud Tech Associate - Advanced Security
- Acronis Cloud Tech Associate - Advanced DLP
- Sentinel One PreSales Applied
- Sentinel One PreSales Tech Accreditation

**EDUCATION**

**Bachelor of Science -  
 Information Technology**

Lala Lajpatrai College,  
 Mumbai University  
 2015

**Mechanic Computer Hardware**

Directorate of Vocational Education  
 and Training (ITI, Mumbai)  
 2012

**High Secondary School  
 Certificate**

Bright High School & Jr. College  
 Mumbai  
 2010