
Professional Summary

- Goal oriented with extensive experience in Security systems.
- A dynamic individual with highly motivated & positive attitude towards life.
- Possess exceptional team spirit thereby helping in easy achievement of organisational & personal goals.
- An effective communicator with excellent relationship building & interpersonal skills.
- Team player who is flexible, reliable and adaptable to dynamic environments.
- Highly motivational professional who has advanced quickly in all positions. Motivated to perform at peak levels and meet company goals.
- High End project completion like Tata Power DDL, Paytm , Mankind Pharma ,Pathkind labs, Akshardham Temple, Airforce station, DHL logistic, Tata steel(smartToilet), Apollo Tyre, Apollo munich, RBL Bank, Hero motocop, Sunpharma, Motherson, JNU, oppo India, Radio mirchi, BPTP, Railway wheel plant, Vodafone, Erricson, Cipla, Cambridge press, Honeywell, Muthooth Finance, Kasna Jail, ICICI ATM, C-Dot, Indian post office, IGT, Nerolac, SBI, Jamia hamdard university, LPU, Noida expressway, Cairn india etc..

Skills

- Access Control systems (Controllers, Readers, Biometric, Lock and Card).
- Door Interlocking system, Elevator control system, Canteen management, Visitor management hardware & software.
- Access, Attendance, VMS control software's & hardware's.
- CCTV, Intrusion, VDP systems basics.
- Conversant with Windows Operating System.
- Conversant with LAN/WAN, firewall networks.
- Expertise in operating MS-Office Applications (Word, PowerPoint, outlook etc.).

WORK EXPERIENCE**1. Prama Hikvision India Pvt. Ltd (Delhi) 05/2018- current**

- Working as a **Senior Executive – Solution Design (Presales - North India)**
- Visit customers in order to do POC or demonstration
- Assistance in identification and localization of Hardware and Software problem in POC systems
- Experience in Tender, Non Tenders, Solution Design for different types of Projects.
- Determines proposal concept by identifying and clarifying opportunities and customer needs.
- Preparing Compliance, Proposal, Requirement gathering, Site surveys, Model Suggestion, Installation Audits with System Integrator (SI), Project Deployment & Handover, Training to Customers, Closing the Project.
- Manages and Prepares Request for Proposal, Proposal content.
- Prepares Presentation and training documents for meetings.
- Deliver Presentations, Handling queries and Preparing project plans

- Educating key personnel on the solutions and therein developing business opportunities.
- Develop and deliver product and technical presentations in conjunction with the sales team
- Provide input for development of new products and enhancement of current products.
- Excellent OEM relationship.

- Conduct presentations and trainings to End Customers and SI.
- Support technical due diligence with potential customers.
- Provide technical and business support to the partners.
- Arranging demo at the client office and product briefing in coordination with Project Sales Team.
- Analyzing business potential and implementing plans for attaining them.
- Tender Preparation/Proposal Preparation
- Submit and present the technical offer to the customer
- Conduct feedback surveys regularly to plug gaps and initiate and manage improvement programs

2. Smart I Electronics Systems Pvt. Ltd (Delhi)

01/2013- 05/2018

- Working as a **Technical Support Engineer (North India)**.
- Responsible for analyzing of Smart I Software Application and Hardware products & to solve queries of system integrators.
- Create & manage all technical documents.
- Giving Technical Support through remote access, e-mails & phone to end customers as well as system integrators.
- Provide Hardware & Software related Trainings, Demo, POC to the customers.
- Provide Presales & post sales related technical support to internal team & to SI/End customer.
- Provide all Technical support (training, demo, POC) to the ND & TD.
- Provide BOQ designing support to sales team for tendering as well as individual cases.
- Scheduling Training, demo, POC along with sales team for order finalization.

3. IDCUBE Identification system Pvt. Ltd (Noida)

02/2012-12/2012

- Working as a **Technical Support Engineer**.
- Responsible for analyzing of IDcube Software Application and Hardware products & to solve queries of system integrators.
- Create & manage all technical documents.
- Giving Technical Support through remote access, e-mails & phone to end customers as well as system integrators.
- Provide Presales & post sales related technical support to internal team & to SI/End customer.
- Provide all Technical support (training, demo, POC) to the ND & TD.
- Scheduling Training, demo, POC along with sales team for order finalization.

INDUSTRIAL TRAINING

- Done training in Automation Engineers AB Pvt. Ltd (A channel partner of SIEMENS) on industrial automation (2011).
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Education

Course/Class	Board	Year of Passing	Aggregate%
PGDM(Executive) Information system	IMT, Ghaziabad , UP	2015-16	72
B.Tech (ECE)	Ideal Institute of technology,UPTU	2007-11	66
12th	C.B.S.E	2007	70
10th	C.B.S.E	2005	71

Other Accolades

- Participated in various sports activities like Cricket, Badminton and foot ball during school and college.
- Participated in various plays and quiz competition during school and college.

Personal Dossier

Date of Birth: 12th August, 1989

Address: 106 – C, Pocket – B, Dilshad Garden, Delhi - 110095

Linguistic Abilities: English and Hindi

Nationality: Indian

(Vinay Tiwari)