

CLOUD BUSINESS DEVELOPMENT AND SALES | AI CLOUD PRACTITIONER

Presales and Business Development Professional with 20+ years driving enterprise and government adoption of cloud infrastructure, datacenter modernization, SD-WAN/SASE architecture, and network solutions. Specialist in go-to-market strategies, demand generation, and partner ecosystem development. Proven track record advising C-suite executives on cloud migration, SASE/SD-WAN implementation, and infrastructure transformation across APJ.

EXPERIENCE

Tech Business Development Manager

Amazon Web Services, Singapore *Sep 2022 - Present*

- Engaging with government customers across APJ to advise on infrastructure strategy and cloud migration roadmaps, guiding transitions from on-premises systems to AWS Cloud infrastructure and hybrid architectures.
- Drove full lifecycle GTM and sales strategy for AWS Edge resiliency solutions—from concept through product development to launch—generating \$700M pipeline with innovative offering called [Satellite Resiliency for Edge](#) with partner SD-WAN solutions showcased at re:Invent 2024.
- Partnering with customers and partners as a trusted advisor to accelerate their digital transformation and cloud adoption while solving Digital Sovereignty and compliance requirements.
- Driving Digital Public Infrastructure (DPI) adoption by developing strategic frameworks for government agencies and partners, published insights on [implementing Digital Identity on hybrid architectures](#).
- Led demand forecasting and Region readiness initiatives for three AWS Region launches in APJ (Malaysia, Thailand, and New Zealand), collaborating with global service teams, marketing, business operations, and senior leadership to align infrastructure planning with customer requirements and strategic priorities.
- Partnering with local team on the consulting and advisory work with international financial foundations like World Bank, identifying optimal AWS solutions and navigating complex organizational structures.

Business Development Manager - Sales (APJ)

Cisco Systems, Singapore *2019 - 2022*

- Contributed to a 45% year-over-year (YoY) growth in Cisco services bookings in ASEAN for FY21 achieving the Cisco Sales Champion (10% of the Cisco sales org WW).
- Drove business growth through strategic engagement with customers, partners, and cross-functional teams, positioning Network solutions and Cisco services to deliver business outcomes and closing sales opportunities for services sales.
- Spearheaded go-to-market (GTM) and sales efforts for transactional and support services growth (subscription), with a focus on large and complex multi-architecture Datacentre deals for public sector and enterprise customers.
- Uncovered net new opportunities and drove sales through innovative GTM strategies, leveraging expertise in SASE, SD-WAN, and Zero Trust network security solutions.
- Served as trusted advisor to Director and C-Level executives on SASE adoption, corporate network modernization, and secure remote work transformation.
- Negotiating and closing deals with clients and System Integrator (SI) partners in the ASEAN region

Lead Solutions Architect - APJ

Cisco Systems, Singapore *2013 - Oct 2019*

- Served as a customer-facing Architect, driving consulting, pre-sales and architecture projects for Public sector, Enterprise and Telecom Service providers across APJ.
- Worked with consulting partners to deliver future state advisory engagements for clients
- Led teams to design and implement datacenters, Wide Area Networks, Local Area Networks, Virtual network environments
- Led teams to deliver projects tailored to customers' business and technology needs.
- Subject Matter Expert (SME) for SASE, Zero trust, Datacenter, Enterprise SD-WAN, and Service Provider core networks, delivering consultative pre-sales and advisory engagements.
- Defined Regional customer needs, influencing product roadmaps and responding to customer RFPs, while creating LoEs for complex deals.

- Lead key customer engagements, including large enterprise transformations across public sector, Financial Enterprises, Oil and Gas, Mining, Telecom in Australia, Brunei, Malaysia, Philippines, India, Indonesia, Singapore and UK etc.

Sr. Network Consultant

Cisco Systems India *Dec 2009 - 2012*

Worked as a customer-facing Network Consultant to Enterprises and Telecom service providers in India, delivering pre-sales, design, and implementation expertise for their infrastructure, including Datacenter and compute, Wide Area Networks (WANs) for large tech companies and banks. Consulting for Service Provider backbone infrastructure.

Technical Program Manager

Tech Mahindra *Jun 2009 - Nov 2009*

Leading a team of problem managers for a large banking customer in the UK representing British Telecom team.

Sr. Network Consultant for Cisco Business

Accenture Services/Coriant Inc(acquired by Accenture, India) *2006 - 2009*

Customer-facing Network specialist for Cisco Systems India, delivering and supporting pre-sales and network deployments for Accenture/Cisco's customers in India and the US.

Network Operations Lead

Wipro Infotech, India *2004 - 2006*

Managed Wide Area Networks (WANs) and DC for leading Indian top tier Banks, overseeing network operations at customer locations.

Sales

Ashtech Infotech, India *2002 - 2003*

Sales - Cold calling customer to sell Servers, Storage and Network devices

SKILLS

- Cloud Strategy & Solutions
- Digital Transformation
- Technical Consulting and Pre-Sales
- Partner Ecosystem Development
- C-level Engagement
- AI/ML Infrastructure Advisory
- GTM Strategy & Execution
- Enterprise Architecture
- Networking and Data Center Expert

EDUCATION

MBA

Manchester Business School (University of Manchester) *2018*

Global MBA with Merit

Bachelors of Engineering

University of Mumbai -Electronics & Telecommunication *2002*

CERTIFICATIONS

AWS Certified AI practitioner

2025-08-01

AWS Cloud practitioner

2022-11-30

CCIE

2009

CCIE lab - Cisco Certified Internetworking Expert (Service Provider) #24698

RECOGNITION

- FY21 Cisco Sales Champion(top 10% of the Cisco sales organization in 2021)
- Contributed to the launch of innovative edge solutions at AWS re:Invent'24.

TECH SKILLS

- Cloud Technologies : AWS AI/ML offerings,AWS Cloud Stack, Hybrid Cloud, Multi-cloud Architecture
- Infrastructure: Datacenter Architecture, Enterprise Networks, Edge Computing
- Networking : SASE,SD-WAN, Network security, MPLS, L3VPN/L2VPN, NFV
- Digital Transformation:AI/ML advisory, Infrastructure modernisation, Open source for Digital Public Infrastructure
- Architecture:Datacenter and Network solution design and advisory for Enterprise, Public Sector and Service provider(Telco)