



Contact Information

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Professional Competence

A proactive, competent and astute professional, who ignite ideas that create continues success with 100% Error Free orders and 100% reference-able customers. 27+ years of progressive, multi-cultural business experience in Presales, Sales, Post-sales support and operations.

Collaborating with customer IT executives and business team to qualify & quantify the business value of enterprise products and solutions. Utilizing people skills and technical expertise to make big sales through customer intimacy.

Capable of working efficiently in number of areas requiring knowledge of pan-global, multi-cultural business settings, innovative thinking and the ability to deal with virtual teams cutting across levels within organizations.

Skills

- A self-starter and team player
- Face to Face customer experience
- An enthusiastic and persistent problem solver
- High Impact Power Presenter and Effective communicator
- Technology communication, Consultation, Design and Presentation
- Business development, Account Management and Product Management
- End to End RFX Management and State-of-the-Art Proposal maker
- Principal and Channel Management
- Ability to convince decision makers of the soundness of the proposed solution.
- Coaching, Mentoring and building Techno-Commercial teams
- Enabling and Empowering Teams and Implementer of enablers for growth

Accreditations

- HP Master Accredited Solutions Expert (MASE)
- VMware-Technical Sales Specialist
- Citrix-Sales Professional
- Veeam Technical Sales Professional(VMTSP)
- Oracle Presale Specialist
- Riverbed Technical Sales Specialist

Technical Competence & Specialties

- Architecting IT Infrastructure Solutions
- Server, Database & Storage Consolidation & optimization
- Storage , Backup and BCP Solutions
- Virtualization Solutions
- Highly Accountability at work
- Hold personal integrity high up
- Good at charting plans and Mentoring
- Impeccable ethical conduct

Technology Accreditations

HP Accredited Presales Consultant

- Enterprise Storage Solutions
- Integrity Servers [2006]
- ProLiant Server Solutions [2006]
- StorageWorks Solutions [2009]
- ProLiant Server Solutions [2010]
- Virtualization Solutions [2010]
- Integrity Servers [2010]
- StorageWorks Solutions Architect [2011]

HP Accredited Technical Consultant

- HP Technical Certified I - SMB Storage Solutions [2013] R
- HP Technical Certified I - Workstations [2013]
- HP Accredited Technical Professional (ATP) - Storage Solutions

HP Master Accredited Solution Expert

- HP Master ASE – Storage Solutions Architect V1
- HP ASE - Storage Solutions Architect V1

Riverbed Certified Professional

- Riverbed Sales Specialist - Edge Virtual Server Infrastructure
- Riverbed Technical Sales Associate Wan Optimisation
- Riverbed Technical Sales Specialist - Wan Optimisation
- Riverbed Technical Sales Associate - Edge Virtual Server Infrastructure
- Riverbed Technical Sales Specialist - Edge Virtual Server Infrastructure

Oracle Certified PreSales Specialist

- Sun Storage 6000 Arrays Presales Specialist
- Sun SPARC Enterprise T-Series Servers PreSales Specialist
- Sun SPARC Enterprise Entry-Level/Midrange/ High-End M-Series Servers PreSales Specialist
- Sun Flash Storage Presales Specialist
- Sun Storage 7000 Unified System Storage Sales Specialist
- Oracle Solaris 11 PreSales Specialist Assessment
- Oracle Linux PreSales Specialist Assessment
- Oracle Solaris Cluster PreSales Specialist
- Oracle StorageTek Tape Libraries PreSales Specialist
- Sun x86 Servers PreSales Specialist

Veeam Sales Professional

- Veeam Sales Professional (EMS)
- Veeam Sales Professional

Citrix Certified Professional

- Citrix certified sales professional 2012

HP Accredited Presales Professional

- Enterprise Solutions

HP Accredited Sales Professional

- Enterprise Solutions
- Service Sales [2009]
- Enterprise Solutions [2010]
- Networking [2011]

HP Accredited Sales Consultant

- BladeSystem [2007]
- Service Sales [2009]
- Enterprise Storage Solutions [2010]
- Virtualization Solutions [2010]
- Storage Solutions [2011]
- Converged Infrastructure [2011]
- HP Sales Certified - SMB Storage [2013]
- HP Sales Certified Networking [2013]
- HP Advanced Sales Certified - Enterprise Storage
- HP Advanced Sales Certified - Cloud and Converged Infrastructure [2012]
- HP Sales Certified – Converged Infrastructure Solutions [2014]

Oracle Certified Sales Specialist

- Sun Storage 6000 Arrays Sales Specialist
- Sun SPARC Enterprise T-Series Servers Sales Specialist
- Sun SPARC Enterprise Entry-Level/Midrange/High-End M-Series Servers Sales Specialist
- Sun Flash Storage Presales Specialist
- Sun Storage 7000 Unified System Storage Sales Specialist
- Oracle Solaris 11 Sales Specialist Assessment
- Oracle Linux Sales Specialist Assessment
- Oracle Solaris Cluster Sales Specialist
- Oracle StorageTek Tape Libraries Sales Specialist
- Sun x86 Servers Sales Specialist Assessment

Veeam Technical Sales Professional

- Veeam Technical Sales Professional (EMS)
- Veeam Technical Sales Professional

VMware Certified Consultant

- Virtualization Technical Post-Sales
- VMware Technical Sales Professional (VTSP 4)

Award

Biggest StarOffice Win in the World - By Sun Microsystems, 2004

Technology Certifications (ILT)

HP Presales Community Certificates (HPPC)

- ESS Software Solutions
- IT consolidation and Business Continuity & availability
- SAP- A1 Connect
- Comp Kill workshop
- Business Information Optimization
- Business Technology Optimization

SUN Certified Sales Professional

- Selling Sun in the Data Centre ISA-060
- Sun ONE Products and Solutions Training GSO 800
- Sun GSO Project and Solution Workshop GSO 388
- Data Centre Products Training 310-804

HP Education Services Certificates

- Virtualization Solution
- Integrity Server Solutions
- ProLiant Solutions for the Enterprise
- Enterprise solutions
- Enterprise Storage solutions
- 3PAR Storage solutions
- Workstation Specialist
- Professional Displays
- HP P4000 SAN Solutions
- High Availability Solutions
- HP 3PAR Boot Camp
- Datacenter and Cloud Designing

Professional Experience

1. Company Name : Mideast Data Systems
Position Title : Presales Consultant
Specialization : Pre Sales Support and Solution Architect
Industry : Enterprise Computing and Storage
Date Joined : November 2012 – Till date

Work Description

Collaborating with customer IT executives and the sales team and help qualify & quantify the business value of products and solutions.

Utilizing people skills and technical expertise to make big sales.

Managing Principal Relationship - HP, VMware, CITRIX and Veeam

2. Company Name : IMTAC LLC
Position Title : Senior Solution Architect
Specialization : Pre Sales Support and Solution Architect
Industry : Enterprise Computing and Storage
Date Joined : Feb 2010 – November 2012

Work Description

Collaborating with customer IT executives and the sales team and help qualify & quantify the business value of products and solutions. Utilizing people skills and technical expertise to make big sales. Managing Principal Relationship - HP, VMware, CITRIX and Veeam

3. Company Name : Precision Infomatic Madras Private Limited
Position Title : Manager - Presales
Specialization : Pre Sales Support and Solution Architect
Industry : Enterprise Computing and Storage
Date Joined : May 2007 – Jan 2010

Work Description

Was managing the Pre-Sales activities national level along with principal relationship management for HP and VMware

4. Company Name : Odyssey Technologies Limited
 Position Title : Vice President – Implementation & Customer Support
 Specialization : Implementation and Customer Support
 Industry : Security Gateway Software
 Date Joined : Oct 2005 - May 2007

Work Description

Heading the delivery, implementation and technical support Team

5. Company Name : Ingram Micro India Private Limited
 Position Title : Account Manager – Sales
 Specialization : Marketing/Business Development
 Industry : Computer / Information Technology
 Joined : Apr 2004 - Oct 2005

Work Description

Managing HP UNIX, HP Storage, HP Workstation, HDS, Quantum, Tandberg, Intransa External Storage solutions business and principal relationship management

6. Company Name : ACCEL ICIM Systems and Services Limited
 Position Title : Senior Account Manager
 Specialization : Marketing/Business Development
 Industry : Computer / Information Technology (HW)
 Joined : Jan 2003 - Apr 2004

Work Description

Heading the BFSI & ICE Verticals for HP & SUN Business

Awarded for the World's biggest win for SUN Micro Systems

7. Company Name : Nexus Computers Limited
 Position Title : Business manager
 Specialization : Marketing/Business Development
 Industry : Computer / Information Technology (HW)
 Joined : May 1992 - Jan 2003

Work Description

Started as Sales Executive and elevated as Business Manger managing 20 Executives.

8. Company Name : Info Drive Limited
 Position Title : Business Executive
 Specialization : Marketing/Business Development
 Industry : Computer / Information Technology
 Joined : Sep 1987 - May 1992

Work Description

Marketing Computers and Peripherals and maintenance Contracts

Language Proficiency

<u>Language</u>	<u>Spoken</u>	<u>Written</u>
Tamil	YES	YES
Hindi	YES	YES
English	YES	YES

Recommendations

1. Pre-Sales Consultant - Systems and Solutions - Midis Group



Divesh Loomba - DGM- Sales, IT, IMTAC LLC, Oman

Kannan is a very hardworking colleague and I have worked with him during my HP days. He is one of the best techno commercial presales consultant in Oman who understands different technologies and provide the best possible solution to the customers.

June 22, 2015, Divesh was with another company when working with Kannan at Midis Group



Georges BOU CHAAYA - Senior IT Consultant

Kannan is one of those rare Presales Engineer who are both analytical and creative. Kannan uses those talents to build business and drive the bottom line. The icing on the cake is his great personality, filled with warmth and genuine caring. Kannan has the ability to translate his ideas into clear presentational formats that not only educate but engage his clients. He is a terrific executive coach and speaker.

October 11, 2014, Georges managed Kannan at Midis Group



Ganga Ponnuswamy Naidu Enterprise Sales Account Manager - Nutanix & IT Infra and Security Solution Sales at Think Software services FZ LLC

I found him as a very inspiration and very talented technical person for IT industry. I really impressed when i was going through his certifications and achieves and talents over linked in. I wish for his great success in life.

August 29, 2015, Ganga with another company when working with Kannan at Midis Group



Hadi Tannous - Senior Presales Engineer at MDS -Oman

I've been working with Kannan for the last two years, during which he performed remarkably on every proposal he handled. Kannan is very passionate for his work, with a good understanding of the technology and remarkable communication skills. He's always there to support a colleague and would definitely be a valuable asset to any company he joins.

December 7, 2014, Hadi worked directly with Kannan at Midis Group

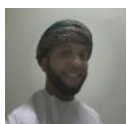
2. Senior Solution Architect - Industrial Management Technology & Contracting (IMTAC) LLC



Richard Lopes Director International Operations at AFT Group India

Kannan is Technically Excellent, Dependable, Sincere and Honest. Would recommend for any responsibility.

November 13, 2010, Richard managed Kannan indirectly at Industrial Management Technology & Contracting (IMTAC) LLC



ali alhajry - Looking for Alternatives

Kannan is an excellent technical guy who is having all technical details in his head. He is an excellent presales guy whom you can depend on when going for presentations of solutions.

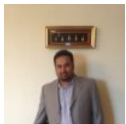
September 15, 2012, ali was with another company when working with Kannan at Industrial Management Technology & Contracting (IMTAC) LLC



Amit Kumar Govil - IT Infrastructure Technical Professional in Cloud at Fujitsu Australia Limited

I have an opportunity to interact with Kannan in his capacity as Senior Solution Architect at Imtac. Kannan's expertise is technology and people management with strong business advisory skills. Kannan always has an eye for details and has the capability of identifying issues and probable solutions in high visibility programs. It has been a pleasure knowing him and working with him on various business initiatives.[less](#)

March 29, 2012, Amit Kumar was with another company when working with Kannan at Industrial Management Technology & Contracting (IMTAC) LLC



Bikash Mukherjee - Assistant Manager - Infrastructure

Kannan is a good person, technically sound, Solution oriented, Team player, motivated, Focused, friendly and produces the right solutions in right time.

September 24, 2012, Bikash worked directly with Kannan at Industrial Management Technology & Contracting (IMTAC) LLC



Khalid Zafar Rizvi - Solution Architect - Network & Security at IMTAC

Kannan has the ability to achieve success by virtue of hard work, cool & clear mind and his remarkable ability to understand the situation thoroughly. A thorough professional and an exceptional human being who can be relied upon to deliver especially when chips are down.

February 12, 2011, Khalid Zafar worked directly with Kannan at Industrial Management Technology & Contracting (IMTAC) LLC



Sreedevi Mohandas - IT Consultant

Kannan is a self-motivated and proactive individual who strives to bring out the best in himself through sheer hard work. He is a team player and has built a sound foundation for his technical knowledge through years of experience. He is an amicable individual, pleasant to work with and professionally very helpful. He can be an asset to any organization.

February 22, 2011, Sreedevi worked with Kannan at Industrial Management Technology & Contracting (IMTAC) LLC

3. Member of School Management Committee - Honorary

Indian School Darsait, Muscat, Oman



Omanakuttan Neelakanton - President, School Management Committee at Indian School Darsait

Kannan was a sincere member of the School Management Committee. He has provided tremendous support for the school in implementing the School Management System and was pivotal in preparing the ICT strategy of the school. He has also contributed tremendously in improving the sports and extra-curricular activities of the school as the chairman of the sub-committee.

September 17, 2012, Omanakuttan was with another company when working with Kannan at Indian School Darsait, Muscat, Oman

4. Head-Presales & Business Solutions - Precision Infomatic Madras Private Limited



Mathew Chacko - Founder Director, Precision Group

Kannan is good in understanding the customer requirements and offering the right solution. He keeps himself updated with latest technology and happily share it with

his peers. A sound techno commercial person, focuses on business benefits from both the sides, which helps him win referenceable deals

March 2, 2010, Mathew managed Kannan indirectly at Precision Infomatic Madras Private Limited



Sudarsan Raghavan - Director - Product Development and Alliance at COMPAREX India Pvt. Ltd.

NK (Kannan) is an wonderful human being and technical wizard. The amount of technical skills and certifications he possesses is amazing. With his never say die attitude, and hunger for learning, he is one great personality who can inspire many. I have worked with him closely in some of the projects and he demonstrated what a good leader he is, by directing the team with correct technical approach, methodology and execution.[less](#)

March 25, 2013, Sudarsan worked with Kannan at Precision Infomatic Madras Private Limited



Nilesh Bhojwani - Regional Manager - South

As Head of Presales for an SI, Guess he is the best. An asset to any organization he works with. Deep Flair that he keeps him updated on newer technology. Appetite for sales with deep understanding of technology makes him the best.

August 15, 2011, Nilesh was with another company when working with Kannan at Precision Infomatic Madras Private Limited



Seturaman Krishnadurai - Senior Solutions Architect at Wipro

Kannan is very passionate person when it comes to his Profession. I've worked with him when he was part of HP's Business Partner Organization. He would be a great resource to any organization with whom he is associated with. Good Luck and Godspeed.

April 11, 2010, Seturaman was with another company when working with Kannan at Precision Infomatic Madras Private Limited



Guru Prakash R - An accomplished Customer Facing Professional, with expertise in managing the complete end to end Sales Process

Kannan, if I have to say in one sentence "is a bundle of energy". His quest to understand technology and learn is tremendous. Confidence is another virtue of him which makes the customer feel at ease. I am sure he will be an asset to any organization he is in

August 15, 2011, Guru Prakash worked directly with Kannan at Precision Infomatic Madras Private Limited



Richards Raja - Account Manager at COMPAREX INDIA PVT LTD

Boss i really have no age and words to say about you but you are the "KING OF CERTIFICATION" ...what else...

August 16, 2011, Richards worked indirectly for Kannan at Precision Infomatic Madras Private Limited



Vasudevan Natraj - Business Development Enterprise Flash Storage at Avnet India Pvt Ltd

It was a good experience working along with Kannan as he has got versatile knowledge / influencing capability which is ideally required for a manager to get along with the team. Good at inter-personal skills.

December 23, 2008, Vasudevan worked directly with Kannan at Precision Infomatic Madras Private Limited

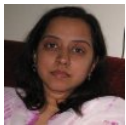
5. Vice President-Delivery and Technical Support - Odyssey Technologies Limited



Saravanakumar B - National Manager,Excelsoft Technologies

Kannan's technical understanding and immediate response with right solutions to address customer problems was amazing and working with him was a good experience and a motivating leader and his team leading skills was good.

October 30, 2009, Saravanakumar worked indirectly for Kannan at Odyssey Technologies Limited



Nandini Alagar - HR & Recruitment ✦ LinkedIn® Profile Writer | SEO 👑 Content Marketing ✓ Blog Management ✓ Social Media Marketing

I have loved every minute of working and being associated with Mr. Kannan. Whether it be official work or Personal/Professional get-togethers, he is unbiased towards everyone and effortlessly ensures that work and companionship go hand in hand, a quality I truly admire...It would be my good luck if I get the opportunity to work with him again...Regards.

November 16, 2007, Nandini worked indirectly for Kannan at Odyssey Technologies Limited

6. Account Manager - Ingram Micro India Private Limited



Umang Bedi - Managing Director - South Asia at Adobe

Kannan is a diligent and hard-working individual who has a great ability of working with customers and building their trust and confidence in the solution he is providing. He has good Account Management skills and an ability to work with partners to translate relationships into core business objectives and revenue.

March 31, 2006, Umang was with another company when working with Kannan at Ingram Micro India Private Limited



Rajneesh Jain - India's Top 25 Most Promising Sales, Business, Strategy Consultants

Versatile personality with amazing acct control and passion to understand the customer's business problem, providing them the effective technology solution, makes Kannan a complete sales professional.

June 13, 2007, Rajneesh worked directly with Kannan at Ingram Micro India Private Limited



Vasudevan Natraj - Business Development - Enterprise Flash Storage at Avnet India Pvt Ltd

Kannan is a calibered Manager with wide spectrum of knowledge in general as well as the work profile, talented in situational handling with different parameters,objective of the businesses.

November 20, 2006, Vasudevan worked directly with Kannan at Ingram Micro India Private Limited



B Anand - Vice President - Sales at Process 9 Technologies Pvt. Ltd.

Enterprising guy who is a hell of a go getter. Excellent customer relationships

July 25, 2006, B worked with Kannan at Ingram Micro India Private Limited

7. Senior Account Manager - Accel Frontline Limited



Unnikrishnan KP - Regional Marketing Director at Palo Alto Networks, Asia Pacific & Japan

Worked with Kannan in a very large software deal. Great technical skills and account management. We went on to win this

September 18, 2006, Unnikrishnan was with another company when working with Kannan at Accel Frontline Limited



Annadurai K.H - DGM - Sales at Onward eServices Ltd

Kannan is a good friend of mine, very hard worker, highly innovative thinker and technical updater ..

July 12, 2010, Annadurai worked with Kannan at Accel Frontline Limited



Kalyan Venkatramanan - Founder and CEO, THREE S Networks

Kannan is one great guy I have come across.... With good customer relationship management and a go-getter attitude.... You give any kind of assignment to him. He shall get it done without any complaint and to your great satisfaction. It's worth a million to have him in any organisation. Wishing him, Good luck!!

January 11, 2009, Kalyan managed Kannan at Accel Frontline Limited

8. Business Manager Solutions - Nexus Computers Limited



Shankar Narayanan - Ex-Chairman, Founder and CEO - SPIME INC, Co-Founder-Emuzed Inc, Co-Founder Nexus Inc, USA.

Kannan is a very aggressive sales person, though his educational background is non-technical but his technical ability, understanding technology is outstanding. He is an achiever.

July 30, 2009, Shankar managed Kannan indirectly at Nexus Computers Limited



Giridhar K - Global IT Infra Services Delivery and Operations Governance Expert

Kannan is technology savvy, rock solid fundamentals and out of the box thinker..... These qualities led him to grow in as a seasoned business solution provider. His focus to maximise gains for both sides in a business deal helps him be on top of all customer situations. Energetic, Resourceful and Bold, he can crack any challenge. Of course, Good guy to work with"

May 29, 2009, Giridhar managed Kannan at Nexus Computers Limited



Guru Prakash R - An accomplished Customer Facing Professional, with expertise in managing the complete end to end Sales Process

Kannan is one of the rare breed of professional whose appetite for learning new technologies is enormous. He is very forceful of his views backed by points. I always look forward interacting with him as it might be a good learning opportunity for me.He would be an asset to any organization he works for

September 24, 2012, Guru Prakash worked directly with Kannan at Nexus Computers Limited



Shivashanker Balasubramanian - IBM

Kannan's technical understanding and quick grasp of concepts with his ability to drive his team aggressively helped Nexus take the lead as the preferred IT vendor in the geography he was responsible.

March 8, 2007, Shivashanker worked with Kannan at Nexus Computers Limited



Karthik Padmanabhan - Executive - Cloud Ecosystem & Developers, IBM Asia Pacific

Kannan is very focussed on meeting objectives and is proactive and meticulous about planning his next steps. He is an asset to any team...way to go Kannan

June 24, 2007, Karthik was with another company when working with Kannan at Nexus Computers Limited



Vishweshwaran R - AVP - Product Management at Financial Software & Systems (P) Ltd

Kannan an avid technocrat with keen business acumen. Persevering, articulate and customer focussed, is what makes him a super sales manager. Kannan - a walking, talking webopaedia.

June 4, 2009, Vishweshwaran worked indirectly for Kannan at Nexus Computers Limited.

For More reference and recommendation please Visit <http://www.linkedin.com/in/kannanin>