DATTA

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**HANDS-ON PROJECT/PROGRAM MANAGEMENT EXECUTIVE**

## Take on and successfully drive strategic venture growth initiatives ground-up

Proven dot-connector, program, and project manager in customer-facing technology deals with expertise in strategic program management, technology alliances, accounts management, leveraging 20yr+ execution experiences across Fortune 1000 enterprises, cybersecurity technology startups & IoT/Telcos.

## Passionately drives program management initiatives for customers as a primary focus at innovative startups/large enterprises/Telcos facilitating digital transformation for customers.

Program Management Strategy/ Execution | Project Management | Project Leadership | Client Partner Digital Transformation/SaaS/RMR Models | AWS, Azure, Google Hybrid Cloud Security Services Telco/IIoT Managed Services/Solutions Providers | Network Infra | Cybersecurity Managed Services

# PROFESSIONAL EXPERIENCE

**SECEON.COM,** Chicago, IL (Remote) **Jun 2023 – Present VP, Alliance Programs**

Driving program management customer initiatives across managed security service providers (MSSPs), Systems Integrators (SI) and Value-added Resellers (VARs).

**NTRINSEC.IO,** Denver, CO (Remote) **Sept 2022 – May 2023 Client Partner**

Drove critical programs from start to finish – from conceptualization to closing technology alliances.

**POINTB.com**, Chicago, IL **Oct 2021 – Oct 2022**

## Client Partner - Management Consulting

Adviser to Fortune 500 clients on technology strategy, venture growth and large software delivery initiatives with a special focus on operating due diligence as well as ground-level execution / operations.

* Influenced $5M deal close in a 25-member, cross-functional delivery team managing the annual launch of a Medicare healthcare program, resulting in reduced operating expenses by 3x.
* Led a 20-member, cross-functional client team driving the software execution and delivery of large- scale backend operations driving the introduction of a new wealth management product.

**XAPTUM**, Chicago, IL (a pre Series-A, SaaS, IoT Cybersecurity Startup) **2018 – 2021**

## Head of Accounts Management/ Programs

Drove/executed strategic accounts management program initiatives ground-up, helping launch patented IIoT cybersecurity innovations embedded in edge gateways to tackle security for dispersed digital assets:

* Built, led and trained a 3-member cross-functional sales and accounts team, helping generate a healthy recurring revenue pipeline, growing the company from $0 towards $650K ARR in 18 months.
* Landed new customer logos in direct and alliance sales with IT Buyers within legacy verticals that were ripe for digital transformation such as, digital signage, smart manufacturing, smart transportation, etc.
* Spearheaded channel partner initiatives with enterprises, technology providers, Solutions Integrators (SIs) covering the entire delivery spectrum, including lead qualification, product market fit, channel integration/account management/customer enablement in day-to-day operations.

**NOKIA**, Sunnyvale, CA **2014 - 2018**

## Client Partner - Strategic Cloud Sales & Alliance

Built and ran brand new technology/alliance GTM Sales team setting up strategic channel alliances driven sales with top cloud service providers and ISVs from conceptualization to commercialization:

* Developed and led global cloud enterprise sales efforts from ground zero with cross-functional sales leadership teams across Nokia managing a sales pipeline of $150M with $0.5M - $5M deal sizes.
* Built a 10-member accounts team from ground zero comprised of functional responsibilities such as business plan, channel identification/onboarding, customer partner success/enablement, training, account management, selling across and upwards within two large Telco accounts organization.
* Publicly launched network infra/cloud alliance with AWS to set up joint revenue channels across SDN/ SD-WAN, IOT, Private LTE/5G and Cybersecurity for Enterprises & Telcos.
  + Showcased use cases with Google Cloud & AWS at Re:invent'17 and MWC'18, resulting in multiple trials across energy, transportation and public sector verticals.
  + Drove initiative to develop AI/ML-driven, secure, video analytics/monitoring solution with cross- functional team, building an Edge IIOT solution using Mobile Edge Computing (MEC) and AI/ML.
* Incubated new technology & co-selling software alliance between Azure and Nuage Networks, forming co-selling channels in SDN/SD-WAN powered by Anywhere-to-Cloud access solution from Nuage.

**COGENTIC ADVISORS**, Chicago, IL **2009 - 2014**

## Management Consultant (Venture Due Diligence and M&A)

Led strategic management, M&A and venture capital investments due diligence for clients across technology verticals with startups and enterprises:

* Significantly influenced the $720M buyout of Sonic by Rovi Corp, a publicly-listed TV search/media guide leader, managing a team of associates tasked to analyze M&A strategy, prepare market research on potential M&A targets, develop M&A models and investments due diligence reports.
* Performed VC due diligence of multiple startups ranging from angel/seed to growth stage funding:
* Helped close $1.5M investments at Tagnetics (now Powershelf), a digital shelf leader in retail.
* Screened/recommended Agrivida.com in early stage, that went on to secure $15M Series C.

**AT&T (Client)**, Chicago, IL **2006 - 2008**

## Senior Technology Consultant (Security)

Designed IDS/IPS/IAM security portfolio solutions, using Fortinet, etc. for tier-1 enterprise customers, including planning and execution, and playing a key role in helping close ~$2.5M top-line revenue.

**CISCO SYSTEMS**, Boxborough, MA **2005 - 2006**

## Technical Leader

Provided technical and operational leadership to Cisco’s broadband cable technologies group, conceptualizing and developing s/w architecture for next-gen, media gateway. Recipient of Cisco Systems Leadership Award for outstanding team performance and leadership.

**MANGROVE SYSTEMS**, Wallingford, CT (a Series-C Startup in networking) **2003 - 2005**

## Principal Software Engineer

Managed architecture team in developing enterprise switching platform with multi-protocol IP/ MPLS networking aggregation technology on Montavista RT Linux, leading to ‘Runner-up’ win at SuperComm’04.

**BROADBAND ACCESS SYSTEMS**, Westborough, MA (a Series-B Startup in networking) **2000 - 2003**

## Senior Project Engineer

Led product development initiatives in broadband cable networking (DOCSIS, MPLS, IP VPN, etc.) portfolios. Drove successful post-close product and services integration efforts combining major product portfolios, following $2B acquisition of Broadband Access Systems by ADC Telecom.

# EDUCATION

**Master’s in Business Administration,** U OF CHICAGO BOOTH SCHOOL OF BUSINESS, Chicago

**Master of Technology (Computer Sciences),** U OF PUNE, Pune, India

**Bachelor of Science (Honors), Mathematics,** ST. XAVIER’S COLLEGE, U OF CALCUTTA, India