**Elango Babu C**

A6, Murali Anand Flats, 37, Loganathan colony, Mylapore,Chennai, India,

Cell : +919445573708 / +919500008378, [elango.babu@gmail.com](mailto:elango.babu@gmail.com)

Manager- Presales **/** Bid Management

## Career Overview

More than 14+ years of **Pre-Sales**, Project Management, Business Consulting experiences with specialisation in **Proposal Preparation and end to end Bid management** for IT Solutions, Web based Applications, Mobile Applications, Remote Sensing & other application development projects with strong problem solving, technical communication, and other administrative skills.

Rich experience in the areas of **US Bid Management**, Account Management, Project Management, Facilities Management, IT Consulting, Procurement and OEM handling. Additionally acquired good hands on experience in Big Data & Hadoop Ecosystems.

## Professional Strengths

* Demonstrated abilities as total solutions provider, involving consultancy with clients and leveraging the entire solutions portfolio to resolve business challenges
* Experienced in Indian Projects like **R-APDRP (Tamil Nadu and Uttarakhand)**, **World Bank funded Projects**.
* Experienced in preparing winning bids for **US**, **UK**, **Sweden**, **Middle East, South Africa and other Countries**
* Proficient in **Vendor Management, Vendor Reviewing & Sub-contracting**
* Possess in-depth knowledge of **Proposal preparation, Bid management** and collateral preparation.
* Proficient in reviewing proposals, managing projects, providing estimates and recommending the best product solutions
* Led bid response team meetings and timelines, ensuring bid delivery completed on schedule.
* Proficient in Business planning, Team Building and Client Management
* Proficient in user defined customer requirements to work with internal organizations to develop solutions
* Proficient in Business communications and presentation skills
* Prepared bids for **Defence and other government agencies** in India
* Able to Interact with stakeholders/Client for  project delivery and rollout
* Additionally experienced in Big Data Ecosystem (Hadoop, Map Reduce, HDFS, HBase, Zookeeper, Hive, Pig, Sqoop, Oozie, Flume)

## Accomplishments

* Major role played in Winning bids for Ministry of Defence, South African Ports, Raz-al-khaimah, Oman, Kuwait , other Middle East Countries and other Geographies
* Developed and managed project planning and Scheduling
* Collaborated on client engagement strategy to Design project methodology, improving accuracy of project definition, sizing estimates, and resource budget planning.
* Collaborated with small team to design projects in different Verticals for various Government and Private sectors which resulted in a revenue increase for the company
* Provided Technical Consultations for the Government departments
* Successfully trained TNEB Engineers to use new RAPDRP Applications

## Technical Skills

* Operating Systems: MS Windows 7/8/10, LINUX.
* GIS Tools : ARCGIS,QGIS, Microstation,
* Big Data Tools : Hadoop Ecosystem-HDFS, MapReduce, HBase, Zookeeper, Hive, Pig, Sqoop, Oozie, Flume, Spark, Talend Open Studio
* Tools: MS Word, MS Excel, MS Power Point, MS Project, MS Visio
* Databases: MS Access, MySQL
* Languages:  Java, PIG

## Work Experience

### Vinformax Technologies Private Ltd – Jan 2017 – Feb 2018 (Personal Break)

**Technical Bid Manager**

* Identifying, Reviewing, Preparing, Analyzing and Submitting RFPs
* RFP/RFQ and Tender evaluation
* Preparation of Technical Stack and other RFP Templates
* Pricing model and estimation
* Resource Evaluation & Manpower Estimate

### Ram Infosys Private Ltd– Jan 2015 to Jan 2017

### Presales Consultant

* Technical & Business Consultancy
* Client Liaison & Consulting
* Account Management & Client Relationship Management
* Project Consulting, Technical Evaluation, Delivery & Other operations
* Proposal Management, Submission and Negotiation

### Navayuga Infotech Pvt Ltd. – Feb 2011 to Oct 2014

#### Asst Manager-Business Solutions

* Research, Planning & Solutions Delivering
* Preparation of Proposals, RFP,RFQ
* Determined to identify & evolve new Ideas of Solutions
* Planning, Schedule. Estimates projects
* Business Meet/New Business Identifications

### Geofiny Technologies Pvt Ltd. – Jul 2006 to Mar 2010

#### Asst Manager-Applications & Marketing

* Management, Resource Planning & Coordination
* Provide complete technical, financial, and administrative oversight for multiple projects being executed simultaneously.
* Responsible for meeting the schedule required in contract.
* Coordinate project invoicing for Director of Operations approval

### Jala Samvardhane Yojane Sangha (JSYS) – Jun 2004 to Apr 2006

GIS Specialist -**World Bank funded** Karnataka Community Based Tank Management Project.

* Provide over all technical support to the decision makers and district administrators in the project districts of Karnataka.
* Monitor and QC the GIS package developed by the Consultants.
* Interact and correspond with various World Bank Specialists.
* Interact with Government departments for collecting the data for the Project.

### Centre for Ecological Sciences, Indian Institute of Science- Oct 2000 – Nov 2002

#### Project Associate

* Managed the GIS division in the Laboratory
* Organized workshops/seminars for members involved in various projects
* Designed lab courses and conducted practical classes for M.Tech (Satellite Technology) students in IISc.

## Educational Qualification

**Master of Technology:** (1998-2000) – **M.Tech in Remote Sensing**

Anna University, Chennai, India

**Master of Science: (1994-1996) – M.Sc in Physics**

The American College (Autonomous), Madurai Kamaraj University, Madurai, India.

**Bachelor of Science: (1990-1993) –B.Sc in Physics**

Madura College (Autonomous), Kamaraj University, Madurai, India

## Personal Information

Date of Birth   :        03-08-1972

 Sex   :        Male

 Nationality :        Indian

 Passport Number :        **M5924778**

 Marital Status :        Married