

Tirthankar Banerjee

Advisor, SkyBits Technologies, India
Consultant, HeartHealth Technologies, India
Email: banerjee.tirthankar3@gmail.com



LinkedIn:

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Work Experience

Business & Technology professional with 34 years of work experience. Passion for technology which includes hands-on experience on Artificial Intelligence & Machine Learning (AI & ML) tech. Has worked thru leading global IT companies driving sales and business successfully. Has been in country leadership roles managing P&L of the business.

Currently Advisor to SkyBits Technologies (www.sky-bits.com) and Consultant at Hearthealth Technologies (www.hearthealthtech.com). The **entrepreneurship** journey started with SkyBits Technologies and now with Hearthealth Technologies. Prior to this, worked with **HP India** as **BU head for Technology Support Business**. Was working **Digital Equipment (DEC), Compaq, Sun Microsystems**, and **HCL Technologies** in various capacities.

Unique work experience of **business leadership** (global companies and start-up) at one end and **deep technology expertise** (Machine Learning & AI) at the other.

Experience working for Global Companies

General Management: P&L responsibility for Technology Support Services at HP India. Managed a team of consultants, sales & delivery.

Sales Management: Leader for BFSI Industry Sales at Sun Microsystems, India. Leader for Software Sales at Sun Microsystems, India.

Channels & Alliances Management: Leader for Channels Management at Compaq India. Leader for Alliance Management at Sun Microsystems. Leader for Global Alliance Management at HCL Technologies.

Pre-sales Engagements: Designed and architected the first fiber-optic networking LAN at Maruti Udyog; pre-sales and Professional Services lead in Computer Networks at Digital Equipment.

Experience as Entrepreneur (AI Start-up companies)

Compliance & Operations: Engaged in statutory compliance matters; cash-flow management; registrations with PF and others for state bodies.

Team & Culture: Driving appropriate recruitments; developing start-up team motivation; inculcating a culture for the company

Business & Customers: Meeting customers and understanding their requirements to propose AI solutions; formulate strategies to penetrate market; pricing strategies; MoUs and payment structuring; outsourcing non-core work; PoC stakes for new solutions

Technology Edge: Be constantly at par with global developments in AI technologies; hands-on with the latest methods and driving the team to adopt to the latest and build prototypes; participate in podcasts and seminars

Marketing: Develop ecosystem of channels globally to take our offerings to clients; drive an appropriate website for the company along with corporate presentations and brochures; plan for digital marketing means

Technology Expertise

- Extensive hands-on expertise in Python
- Extensive hands-on expertise in Deep Learning (Keras, TensorFlow, NLP, Spacy, OpenCV, Django)
- Mathematics for Machine Learning (ML): Linear Algebra, Multi-variate Calculus and other areas for ML
- Solution development based on Image Processing & Natural Language Understanding technologies

Education & Certificates

- Schooling at **St. Xavier's Kolkata** (1981 HS).
- Graduated in Electronics & Electrical Communications Engineering (**E&ECE**) from **Indian Institute of Technology (IIT Kharagpur)** - 1985.
- Diploma in **Marketing (PGDM)** from **CDL-IMT, Ghaziabad**.
- Certificate courses on **Deep Learning** from **University of Toronto** (by **Prof Geoffrey Hinton** considered Father of Neural Networks)
- Certificate courses on **Linear Algebra & Multivariate Calculus** from **Imperial College, London**
- Certificate course on **Marketing in a Digital World** by **University of Illinois at Urbana-Champaign**.

Other Interests

Teaching & Conducting ML Bootcamps: Engaged in activities to impart technology expertise on Deep Learning with deep-dive practice-bootcamps. Engaged in update-sessions for tech advancements in AI. (Conducted update sessions for faculty at Dayanand Sagar College and conducted Machine Learning Bootcamps for Computer Science Students.)

Writing on Technology Use Cases: Being a strong believer on open-source technologies, keenly engaged in outlining practical implementation stories of various experiments on Machine Learning projects.

Mentoring Start-ups: With the unique experience of working in enterprise companies and then investing on new-age startup companies with hands-on expertise, mentorship comes naturally to help new businesses in formulating their strategies.

Speaking at Forums and Company Meets: Speak on technology trends and impacts as invitee to Forums and Meets organized by companies.

Personal

Live in Bangalore, India.