

# SHOBHA SANKAR

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## Solutions Consultant | Program Director

Providing data-driven, objective, action-oriented solutions to challenging business problems

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Business minded solutions consultant with a demonstrated ability to deliver business solutions to complex problems. A key player in defining solutions and recommending strategies, to drive global growth and in securing customer loyalty & profit improvements.

### EXPERTISE

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|------------------------------|----------------------------------|
| - Solutions Consultant       | - Global Market Systems Engineer |
| - Advanced Tendering Manager | - Systems Engineer               |
| - Pricing Strategist         | - Software Developer (C++)       |
| - Product Manager            | - Software Developer (C)         |

### PROFESSIONAL EXPERIENCE

MATH FACTOR-E. (*After School Program*)  
**Program Director & Coach**, 2013 to Present

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Developed an after school program to nurture the growth of tomorrow's innovators. Motivated and engaged students through problem solving classes and bringing technology relevance to classrooms. Doubled the student enrollment last three years (to roughly 300 students), through the successful implementation of the program.

- ➔ As a coach for the competitive math program Math Factor-e students consistently won at the chapter, State level and National level Math competitions. It became the go-to place for successful Mathletes in Naperville.
- ➔ As a program director, developed many different programs to cater to the learning needs of the Naperville community. Adopted a group learning model for the after school to encourage learning through dialogue and teamwork.
- ➔ Provided guidance and a creative platform for the talented youth to help them become mentors and develop their own programs to help peer groups.
- ➔ Provided a platform to engage resourceful retired teachers to pursue their passion through part-time assignments.

ALCATEL-LUCENT. (*Telecommunications Network Systems provider*)  
**Solutions Consultant**, 2010 to 2013 | **Pricing Manager**, 2007 to 2010

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Drive network systems solutions and pricing strategies for bids and request for proposals. Present winning solutions to customers and drive revenue growth.

- ➔ As Solutions consultant built very strong relationship with the customer. Orchestrated customer solutions working with the Solutions architects, Systems Engineers, Software Development units and customer teams.
- ➔ As a pricing Manager, developed detailed network configurations for the messaging products for customers like AT&T and Verizon Wireless. Analyzed the complex configurations for the North American market and proposed pricing strategies to win the bid and secure profitability.

LUCENT TECHNOLOGIES (*Telecommunications Network Systems provider*)  
**Customer Business Manager**, 2003 to 2007 | **Market Systems Engineer**, 1997 to 2002

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Secure customer satisfaction and product revenue growth. Negotiate and plan customer software solutions including dates of delivery, technical requirements and revenue.

- ➔ As a 5ESS product marketing manager for specific ASEAN and CALA markets, travelled to customer sites, presented customer solutions, ran customer meetings, negotiated customer requirements and delivery dates. Conducted product viability analysis of specific products in certain global markets.
- ➔ As a Market systems engineer, wrote requirements for specific Asia-Pacific and India markets, for the 5ESS product. Responsibilities included working with many functional systems engineers and developers to devise solutions for securing revenue generating feature sales.

*AT & T (Telecommunications)*  
**Software Developer**, 1991 to 1997.

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- ➔ Developed several software modules for 4ESS, 5ESS and other IP-protocol systems using C and C++.
- ➔ Extensive experience in development, testing and writing requirements.

**Quantifiable results:**

- Won bids for network systems from \$500K to \$50 M
- Large Equipment configurations covered the entire North American market.
- Was responsible for Annual revenue of \$50M to \$200 M revenue.
- Exceeded the expectations in product revenue growth

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**CONTINUING EDUCATION**

MAA-PREP: MOVING STUDENTS FROM SUCCESS IN AMC-12 TO AIME WORKSHOP (2014)  
HONORS PRE-CALCULUS CERTIFICATION (2014 COURSERA)  
IIT SHORT COURSE: INTRODUCTION TO CLOUD COMPUTING (2011)  
SHORT COURSE: LEADERSHIP IN HIGH PERFORMANCE GLOBAL TEAMS (2011)  
CERTIFICATION IN PROJECT MANAGEMENT (PMI LICENSE) (2009 – EXPIRED IN 2015)  
SHORT COURSE: POSITIONING COMPETITIVE ADVANTAGE (2002)  
SHORT COURSE: OBJECT ORIENTED PROGRAMMING USING C++ (2000)  
SHORT COURSE: CROSS CULTURAL EFFECTIVENESS (2000)

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**DEGREES**

ILLINOIS INSTITUTE OF TECHNOLOGY | **M.S. in Electrical Engineering** | **GPA: 3.7**  
KERALA UNIVERSITY | **BSc in Electrical Engineering** | **Graduated with Distinction**

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**PROGRAMMING LANGUAGES**

**Programming Languages:** C (Fluent)  
C++ (limited experience)  
Python (Course knowledge)  
UNIX based shell scripts (Fluent)