

## FPM (INDUSTRY) 2015

**Name:** Gaurav Jain  
**Area:** Marketing Management  
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**Educational Qualifications:** Gaurav is B.E. (Electronics and Communication) from Maulana Azad National Institute of Technology- Bhopal (M.P). He has done his Post Graduate Diploma in Telecom Management (PGDTM) from Symbiosis Institute of Telecom Management-Pune. He has undergone Technology /Sales trainings in Siemens (Germany), Siemens (Malaysia) and other places in India/ abroad.

**Overall Experience:** 14 Years (Since 2001)

**Present Employment:** Founder of Arohan Solutions providing Consulting, Training and System Integration services in Telecom.

**Previous Employments:** Gaurav has worked as Regional Account Manager-SAARC in Acme Packet (APKT), Account Manager/Solution Sales Manager in Nokia Siemens Networks and Manager/Senior Executive/Executive in Siemens Public Communications Networks.

**Profile Summary:** Gaurav has experience in Sales/Account Management/ Business Development / Solution Sale profiles. He has worked and handled diversified telecom solutions in Switching, Next Generation Networks, IMS, Operation Support System (OSS), Value Added Services (SMSC, IN etc) and Network Security.

**Papers & Tutorials:**

Gaurav has contributed in various meetings/discussions in TRAI/TEC for defining and improvising Indian Telecom Standards. He has conducted various Trainings and Guest Lectures on Telecom technologies.



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