



Vidur Batra

Vice President - Systems Engineering
leading Pre-Sales and Post-Sales Strategy
Quantum Networks

CWNE #381

What is your level of industry experience?

I bring around 15 years of experience in the networking industry, with a strong foundation in enterprise wireless and infrastructure technologies.

I began my career in Technical Assistance Center (TAC), where I developed deep troubleshooting expertise and a strong understanding of real-world deployment challenges. From there, I moved into Professional Services, leading implementation and large-scale rollout engagements, which gave me hands-on exposure to design, deployment methodologies, and customer lifecycle management.

I later transitioned into a Pre-Sales Technical Lead role, spearheading solution strategy, critical account engagements, and ecosystem enablement across the region. Today, as Vice President of Systems Engineering, I lead both Pre-Sales and Post-Sales strategy, aligning technical teams with business outcomes, customer experience, and long-term growth initiatives.

This journey from TAC to executive leadership, has given me a 360-degree perspective of networking, spanning support, services, architecture, sales strategy, and organisational leadership.

What are some highlights from your resume? (2-3 past positions, awards, innovations, etc.)

1. Pre-Sales technical leader for India and SAARC
2. Vice President - Systems Engineering leading Pre-sales and Post-sales strategy.
3. CCIE-Wireless
4. CWNE (biggest highlight in my technical career out of all the certifications I have done).

When did you first become interested in wireless?

My interest in wireless began in 2011, when I started my career in TAC during my early CCNA days. While troubleshooting enterprise networks, I found myself increasingly drawn to the complexity and real-world unpredictability of wireless environments. Unlike wired networks, wireless had variables you couldn't always see like RF behaviour, interference, client dynamics, and that challenge fascinated me.

However, my interest turned into genuine passion when I began studying for CWNA. Diving into the CWNA material completely changed how I viewed wireless. It wasn't just connectivity anymore, it was physics, design science, and user experience engineering combined. Understanding RF fundamentals, propagation, and proper design principles gave me clarity and confidence.

That's when wireless stopped being just a technology domain for me. It became a craft I truly wanted to master.

What certifications do you currently hold?

CWNE
CCIE-Wireless
ECSE
ECSE-Design
CWISA
JNCIS-MistAI

Where did you receive your training/education?

Self Study

Why did you choose the CWNE path?

I chose the CWNE path because I have always believed in mastering fundamentals rather than just learning configurations.

Early in my career, I realised that wireless is not a “plug-and-play” technology. It requires a deep understanding of RF physics, design principles, capacity planning, and real-world behaviour. The CWNP track stood out to me because it is vendor-neutral and design-focused, it validates true expertise rather than product familiarity.

The CWNE path represents the highest level of professional credibility in enterprise wireless. For me, it was never just about earning a certification, it was about committing to excellence in the craft. The rigour of the program, the peer validation, and the requirement to demonstrate real-world design experience align with how I approach my career: depth over shortcuts.

Pursuing CWNE is a reflection of my mindset ,continuous improvement, technical integrity, and contributing meaningfully to the wireless community.

How long have you been involved in the CWNP certification process?

Since May 2012