

# Raghavendra Kambhampati

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## Summary

Passionate, Value-driven Cloud Practice and Technology Leader with over 10+ years of diversified experience spanning Retail, Product Management, IT consulting, Banking, Technology pre-sales, Business strategy, Product marketing, Hands-on technology implementation through leading and working in cross-functional teams.

A varied job experience in different roles and organisations gave me a better ability to handle tougher situations: as a Database Analyst in building database systems of high-availability; as a IT consultant enhancing product features based on the end users feedback in product development team ;as a Technical Lead, responsible for developing & delivering cloud-native solutions leading a 15-member team servicing a customer portfolio of \$1.5M annually; as a Founder of a startup delivered 100+ cloud trainings programs to executives across US,UK & India ;as a Engineering Manager, responsible for data on cloud managed services servicing a customer portfolio of \$5M annually leading a 35-member team ; as a Practice-Head , responsible for leading a global cloud & devops practice for a start-up delivering multiple product solutions with a 30-member cross-functional team servicing portfolio of \$2M

Previous role was working as Global Practice Head for Cloud & Devops with proven expertise in end-to-end delivery of user-centric enterprise technology solutions, with a passion for product thinking, user experience and organisation development, where my current role involves leading cross-functional teams to plan, build, launch and manage world-class SaaS innovations using cloud native services ,accountability for delivering product professional services to customers with solution design, delivery and support.

I am also an Amazon Certified Solutions Architect - Professional & Google Certified Professional Data Engineer & Cloud Architect.

My areas of specialisation includes:

- Product Management / Strategy/ Roadmap
- Expertise in creating new emerging products, services and cloud solution design offerings
- Cloud Technology Consulting & Solutions
- GTM and Pricing Strategies
- Entrepreneur
- User Stories
- Pre-Sales & Partner Strategy
- Business Development
- Cloud Computing Technology & OEM Partnerships
- DevOps & Kubernetes
- Corporate Training

## Experience



### Principal Architect

Pramati Technologies Private Limited

Dec 2019 - Jul 2020 (8 months)

- As a Cloud Practice Head, I played a Techno-Commercial role nurturing the Practice including COE and customer deliveries.
- Designed and reviewed architecture solutions with accordance to the best cloud practices.
- Partnered with multiple companies for 24x7 Cloud Operations ensuring immediate support
- Initiated Cloud Transformation journey for organization level by reskilling and upskilling team members
- Designed cloud offerings for SMEs customers to help them achieve benefits of cloud transformation
- Played a key role in designing the CD product named “HyScale” for helping customers deploy their applications onto kubernetes with automation.
- Designed Kubernetes solution framework with reusable architectural patterns that can help customers deploy their monolithic applications to microservices model onto kubernetes.



## **Solutions Architect**

### **MFX Services - A Quess Company**

Feb 2019 - Dec 2019 (11 months)

As a Cloud Practice Lead, I played a Techno-Commercial role nurturing the Practice including COE and customer deliveries in cloud and devops.

- Owned the technical and product engagement and ultimate success around specific implementation projects, and developing a deep expertise in the AWS technologies as well as broad know-how around how applications and services are constructed using the AWS, GCP & Azure platform.
- Served as a key technical member of the Business Development team in helping to ensure customer success in building micro-services applications, migrations, monitoring, and deployment using blue/green approach and containerisation services on the AWS, GCP & Azure platform using Kubernetes .
- Responsible for Product Management, designing, building Cloud solutions using devops approach and kubernetes and provide required support to Sales/Pre-Sales teams.
- Nurtured the Cloud & Devops practice & to be part in complete life cycle of service offerings like Pre-Sales /Transition/Service delivery till it reached the matured level.
- Studied the existing Cloud & Devops Services like kubernetes and cloud deployment best practices and standardize the service offerings, development methodologies such as Agile and SAFe ,strengthen and improve the maturity levels and made a strong practice.
- Focused on continual improvement of Cloud & Devops service offerings with more focus on devops approach using kubernetes platform.

## **> Application Development Associate Manager**

### **Accenture**

May 2018 - Feb 2019 (10 months)

Hands on experience leading large-scale global data warehousing and analytics projects.

Customer facing skills to represent AWS and Google Cloud well within the customer's environment and drive discussions with senior personnel regarding trade-offs, best practices, project management and risk mitigation

Responsibilities include:

- Expertise - Collaborate with AWS and Google field sales, pre-sales, training and support teams to help partners and customers learn and use AWS services such as Amazon Elastic Compute Cloud (EC2), Amazon Data Pipeline, S3, DynamoDB NoSQL, Relational Database Service (RDS), Elastic Map Reduce (EMR) and Amazon Redshift, Starburst Presto, AWS Glue, AWS Athena, Snowflake, Tableau. GCP services such as Google Cloud Storage, Dataproc, DataFlow, Datastudio, Pub/sub, Big query, BigTable, Cloud Spanner.

- Solutions - Deliver technical engagements with partners and customers. This includes participating in pre-sales on-site visits, understanding customer requirements, creating consulting proposals and creating packaged Big Data service offerings.
- Delivery - Engagements include short on-site projects proving the use of AWS and Google Cloud services to support new distributed computing solutions that often span private cloud and public cloud services. Engagements will include migration of existing applications and development of new applications using AWS cloud services.
- Insights - Work with AWS and Google Cloud engineering and support teams to convey partner and customer needs and feedback as input to technology Roadmaps. Share real world implementation challenges and recommend new capabilities that would simplify adoption and drive greater value from use of AWS and Google cloud services.
- Training - Experience as Corporate Trainer- Strong IT infrastructure and/or programming experience, and can communicate highly technical concepts to audiences at different stages in the AWS and Google Cloud journey .



## **Founder**

### **Demokloud**

Dec 2017 - May 2018 (6 months)

- Founded startup which focuses on delivering technical training programs based on organisational needs i.e webinars, workshops in groups or individually.
- Trained around 500 professionals on AWS and GCP cloud architect programs with study material and self-designed lab guide for real-time scenarios.
- Provided consulting to small and medium startups across India,US and UK for cloud agnostic solutions.



## **Technical Lead**

### **Infinite Computer Solutions**

Mar 2015 - Dec 2017 (2 years 10 months)

- Helping customers architect scalable, highly available application solutions that leverage AWS services.
- Extensive experience architecting, designing and programming applications in an AWS Cloud environment and Infrastructure Monitoring using Oracle Enterprise Manager Cloud Tool for all Oracle Products.
- Experience in designing and building application or environments using AWS services like CloudFormation, DynamoDB, SQS, Elastic Beanstalk, ELB, AutoScaling, EC2, S3, Route53, CloudFront, CloudWatch, IAM, AWS OpsWorks,etc
- Experience architecting highly available systems that utilize load balancing, horizontal scalability and high availability
- Working as a technical leader alongside customer business, development and infrastructure teams.
- Advising and implementing AWS best practices
- Experience in Patching OEM Components & Targets ,Incident Ruelsets,BI publisher Reporting, Metris & Monitoring Template Administration, Scheduling Jobs.
- Experience in Design, Build New 12c/13c Oracle Enterprise Manager with Multi-OMS Architecture using SLB.(Load Balancer).
- Experience in Upgrading Oracle Enterprise Manager 12cR4 to 12cR5 & 13cR2 and OEM Agents using Gold Agent Image.
- Experience in discovering targets like Databases, Weblogic, SOA, and Oracle E-Business Suite and enabling Monitoring and proficient in Oracle Database Experience.

- Customer facing skills to represent Oracle Enterprise Manager 12c & 13c well within the customer's environment and drive discussions with senior personnel regarding trade-offs, best practices, project management and risk mitigation
- Ability to travel to client locations as needed (25-50%)
- Conduct deep-dive "hands-on" education/training sessions to transfer knowledge to customers considering, or already using Cloud service
- Follow industry technology trends through self-study and formal trainings and share that knowledge with current and perspective customers



## IT Consultant

### Oracle

Apr 2014 - Mar 2015 (1 year)

- Work in product development team on oracle enterprise manager product to find the defects and fix it as per the requirements from the internal clients.
- Gather monitoring requirements from various teams.
- Coordinate with engineering teams to provide assistance in identifying, reporting and resolving product defects.
- Troubleshoot/deploy/upgrade agents and upgrade oracle enterprise manager to higher versions as needed.
- Discover new environments/targets (hosts, databases, Middleware, Oracle Applications ...)
- Customize monitoring, create user defined metrics and edit thresholds to change out of box settings to fit the environment.
- Record and implement Service Availability tests (Generic Services with Web transactions and/or ATS).
- # Configuring Notification rules and enable alerting as per customer requirements.
- # Troubleshoot, reproduce Enterprise Manager product/configuration/operational issues and work with relevant teams to get the resolution/fix.
- Establish standard monitoring templates.
- Creating BI or information publisher reports.
- Scan repository views to catch data quality issues and document standards and exceptions.
- Provide monitoring support and guidance to the day to day monitoring teams and other technical teams.
- Support of large critical production systems on a 24x7 basis.
- Availability to serve US,UK time zone shifts on rotation.
- Availability to serve occasional weekend days on rotation.
- Author, edit, publish and maintain knowledge articles as per Oracle's document standards.
- Provide regular reports, presentations to management that measures the effectiveness of technical support function.
- Provided training to all ERP teams on the benefits and usage guidelines on using this product.
- Reproduce product behaviours to determine the problem root causes, issue work arounds and solutions.



## Database Analyst

### Target

Mar 2013 - Mar 2014 (1 year 1 month)

- Responsible for leading administration and management of all component software supporting Oracle Enterprise Manager 12c in a large scale environment
- Implement, configure, maintain support and administer OEM 12c.
- User and Role Management within OEM 12c.

- Plan and apply OEM 12c patches as needed.
- Plan and upgrade OEM 12c to higher releases
- Install, deploy, configure and maintain OEM Agents. Ability to automate the routine tasks as applicable
- Experience in developing and applying Monitoring templates
- Exposure to OEM 12c plugins, diagnostic packs, management packs - Weblogic, SOA etc
- Able to troubleshoot technical issues in a Linux environment
- Experience in Oracle Real User Experience Insight and integrated with OEM12c
- Ability to work with Oracle Support and drive the closure of Service Requests on time
- Understand and execute the IT processes of Incident Management, Problem Management, Change Management, and Configuration Management.
- Configure OEM alerts , OEM Dashboard , Customize OEM Dashboard
- Create Reports using BI Publisher and schedule reporting
- Discover and Monitor SOA, EBS, Oracle WebLogic in OEM12c.



## **Associate Software Engineer**

### **Target**

Apr 2011 - Mar 2013 (2 years)

- Create Test Data Management & Release Build Management Process Document with Workflow and Architecture (Dev, Test, Prod, Stage Refresh Activities).
- Define SLA's for Quarterly Master refresh calendar for both UDB-DB2 & Teradata Environments to provide appropriate data for testing purposes.
- Provided Knowledge Sharing sessions to Team Members about the new Test Data Management and Build process in Windows to Our World sessions.
- Strong knowledge of the entire Oracle database and Oracle Applications environment and architecture.
- Installing, configuring, upgrading and administering Oracle RAC
- Provide on-call support on a 24/7 basis when needed
- Extensively use Oracle utilities like Data Pump (Expdp & Impdp) and Export/Import.
- Responsible for providing backend support for the development, testing and UAT environments for Oracle ERP, as well as other production databases and new projects.
- Applying Database Patches.
- Monitoring and dropping database Users, Roles, Privileges and Profiles.
- Monitoring and optimizing the Database Performances through AWR.
- Performs daily routines DBA tasks to ensure database availability.
- RMAN Database backups and recovery.

## **Education**



### **Liverpool John Moores University**

Master's degree, Computing and Information Systems

2008 - 2010



### **Regency Institute of Technology**

B.Tech, Computer Science Engineering

2004 - 2008

## **Licenses & Certifications**



**Oracle 11g Database Administrator Certified Associate (OCA)** - Oracle Corporation



**ISTQB /ISEB Certified Tester, Foundation Level (CTFL)** - ISTQB/ISEB



**AWS Certified Solutions Architect -Associate** - Amazon Web Services (AWS)  
AWS-ASA-31589



**AWS Certified Solutions Architect - Professional** - Amazon Web Services (AWS)  
AWS-PSA-4153



**Google Cloud Certified Professional - Data Engineer** - Google Cloud

Issued Jul 2018 - Expires Jul 2021  
11697933



**PROFESSIONAL CLOUD ARCHITECT** - Google Cloud

Issued Aug 2018 - Expires Aug 2021  
11894915

## Skills

Pre-sales • Business Strategy • Product Marketing • Product Requirements • Project Management • IT Operations • Cloud Practice • Employee Training • Cross-functional Team Leadership

## Honors & Awards



**Personal Leadership Award** - Lalit Ahuja, Chairman and President, Target India  
Apr 2012



**Q2 Award for Best Team Award** - Navneet, Chairman and President, Target India  
Oct 2013



**Star Award** - Infinite Computer Solutions  
May 2017



**Star Award** - Infinite Computer Solutions  
Jun 2016