|  |
| --- |
| **BALBHADRA SINGH KARKI**  Sr Architect/ Sr Project Delivery Leader/ 10x Salesforce certified  phone: +91 9845363095 e-mail: balbhadra.karki@gmail.com |
|  |
| * Strategic, focused, and business oriented technical thought leader with 20+ years of experience in information technologies. * Collaborative approach, tactful in establishing productive relationships with other enterprise teams and customers. Experienced in using modern frameworks, proven methodologies, best practices and patterns. * Recognized as key GE internal talent, been through several GE Leadership Programs and led many business critical projects from platform and architectural standpoint. |

|  |  |
| --- | --- |
| CORE COMPETENCIES | |
| * CPQ/ITO/CRM/SFDC and PLM expert * TOGAF 9.2 Certified Enterprise Architect * SOA and information integration * Process improvement * Leadership and team building | * JVM performance fine tuning * Configure, Price and Quote modules * Emerging technology analysis * Project and product management (PMP) * Salesforce 10x / Application & System Architect, Apttus CPQ 3x certified |

|  |  |
| --- | --- |
|  | |
| Enterprise Architecture | |
| * Part of Philips CG architecture leadership team responsible for system, application and integration architecture and other aspects of the IT strategic planning. Owning wing to wing CRM, CPQ and Service architecture at the enterprise level. Manage Stakeholders, mentoring teams, act as gatekeeper for the key projects milestones. * Driving Philip wide patient consent management solution involving HL7, PHIR and IBM Hyper Ledger platform. * As a lead Architect on the enterprise platinum standard apps responsible for driving strategic product controller ship initiatives across various modules in the CRM/CPQ space, held sole responsibility for the most of technology aspects. * Lead a team of 15+ designers on designing and delivering end to end Salesforce Integration Solutions * Architected and managed the delivery of various system and integration solutions for several verticals, particularly, CRM,CPQ and PLM. Championed best practices in solution delivery, streamlining the processes across different projects. Instituted document and design review processes to meet stringent GxP regulatory process needs of the projects. * As Sr. Architect delivered 10x improvements in one of the platinum grade CRM/CPQ application – recognized as top simplification win in GE Healthcare ITPE for 2013. Worked in a matrix organization and led a team of 12+ cross platform experts. | **Areas of Knowledge**  **Industries**  Healthcare, Product Life Cycle Management, ,e-commerce, CRM  **Process Frameworks and Methodologies**  RUP, MSF, Agile (Scrum, XP),PMBOK  **EA Frameworks**  TOGAF 9.2, MVC, SOA Governance  **Architectural Styles**  SOA, SaaS, REST, EAI  **Integration Tools**  MSMQ, Web Services, ETL, Web Methods  **Industry Standards**  Six Sigma, ISO, Lean, FDA Regulatory standards, SEI-CMM  **Others**  J2EE, OOPS, Selectica CPQ, Salesforce, MatrixOne, Apttus CPQ, Service Max, AWS, Blockchain (IBM Hyperledger), IoT |
|  | |
| Project Experience  **Philips India (May 2018 – Present)**  Sr Architect, Philips – M2O CG  Location: Bangalore  Leading sales/CPQ transformation at Philips by solution designing a global salesforce CPQ/CLM platform (Apttus). This transition will help Philips to converge in one Quote to order and Contract management platform, standardize processes and reduce support cost for various legacy CRM/CPQ platforms.  **GENERAL ELECTRIC (GE) COMPANY (Apr 2005 – Apr 2018)**  Sr Architect / Project Leader, GE Digital - Commercial  Location: Milwaukee (USA), Bangalore  Part of the leadership group responsible for setting the strategic vision for a $8B commercial operations and driving IT initiatives. Key initiatives –   * **Commercial Platform Revitalization**: Part of the core team that worked on re-defining GEHC’s go-to-market strategy. Carried out in depth analysis of overall platform vitality efforts, process improvements and owned end to end design deliverables and architectural aspects of the platform. * **Enterprise Initiatives**: Owned Americas ITO impact analysis of product controllership initiatives across 30+ modules involving 200+ integrations and worked with enterprise wide teams to meet stringent project go live timelines. * **Performance improvement**: Delivered 10x platform performance improvements, applauded by app end users, showcased at GEHC level by top leaderships. Received GEHC and Americas CIO awards.   Architect, GE Healthcare (GEHC) PLM, Bangalore (2009 – 2011)    As part of PLM CoE responsible for key PLM vitality and business onboarding activities. Key initiatives –   * **PLM vitality release**: Worked with vendor to kick start a major 5 million$ upgrade release, analyzed existing app customizations, owned efforts to reduce customizations as part of upgrade release, reduced 10% customization by either streamlining the business processes or by moving to standard configurations. * **Consolidate PLM footprint**: Worked on One PLM initiatives, analyzed impact of onboarding business by studying business processes, impact on existing interface. Organized data remediation discussions for a smooth transition. * **User Engagement model**: Instituted a regular feedback mechanism from Vendor and end users and proactively worked on fixing end user pain points.   Tech Lead / PM, GE Healthcare (GEHC) Americas, Bangalore (2005 – 2009)  As a member of the design group responsible for giving innovative solutions for multiple releases of an $8B commercial platform. Key initiatives –   * **Commercial Platform enhancements**: As project lead worked on multiple releases touching many complex modules. Was able to take transition within 4 weeks and started owning strategic modules from design and implementation perspective. * **Business enablement**: As project lead travelled to Brazil and USA and led key CRM platform deployment activities. Worked with product, pricing, quoting and legal experts to come to appropriate app configuration settings and pave the path for a smooth platform deployment. Worked with end users to help them transition into the new tool and conducted user training. * **Global team model**: Instrumental in building global delivery team model, successfully supported all releases as per project charter.   **ORACLE INDIA PRIVATE LTD (2004 – 2005)**  Sr. Tech Lead, Oracle India, Bangalore | |
| * **Regression test automation tool**: Worked on internal automated regression testing suit enhancements. Implemented multithread architecture to spawn work module to run on multiple available regression test machines. This reduced over all regression testing time by 1/3rd and contributed to shorter release cycles for some of Oracle products. * **Oracle 10g release**: Worked on scripts to port Oracle 10g RDBMS package on multiple platforms involving 32 / 64 bit porting complexities. Coded multiple platform specific java extensions and supported critical go live from US location.   **TRIGENT INDIA PRIVATE LTD (2003 – 2004)** Software Engineer, Bangalore   * **Configuration management system**: Worked on productizing customer specific content data management system utilizing exiting rule engines. Designed new Meta data driven application generation approach where customer specific business rules defined in xml can generate business code, build and deploy customer specific app on the fly. * **Data import utility**: Coded data import utility extracting legacy data and populating new gen rule engine Meta data and rules to build proper configurations.   **SHIVAM SOFTWARE PVT LTD (2000 – 2002)** Programmer, Baroda  **eCommerce applications**: Analyzed requirements and implemented MVC framework using cutting edge j2ee artifacts.   * **Network management**: Worked on security management module of Network Management System (NMS) to give appropriate role and responsibilities to admin users to add/ manage network devices. | |
| EDUCATION AND CERTIFICATIONS | |
| * M.C.A (**Master in Computer Applications**), M.S University of Baroda, 1997-2000 * TOGAF 9.2 certified EA - 2020 * Salesforce System & Application Architect (Data Architecture and Management Designer, Sharing and Visibility Designer, Platform Developer I, Development Lifecycle and Deployment Designer, Identity and Access Management Designer, Integration Architecture Designer), Salesforce App builder, Salesforce Admin 201 – 2015 to 2020. * Apttus CPQ 201, 202 Certification - 2019 * Blockchain certified with Elite medal (NPTEL & IBM), IOT certified with Elite medal (NPTEL) -2018 * AWS trained - 2018 * Apttus CLM 201 Certification - 2017 * Service Max Admin 101 Certification - 2017 * Apttus Quote to Cash Certification -2015 * PMP certified - 2008 * Sun Certified Enterprise Architect, Sun Certified JAVA Programmer | |

GE CORPORATE LEADERSHIP TRAINING CENTER, Crotonville, NY

* Leading Adaptively at GE, Crotonville, NYC, USA 2017
* Advanced leadership development course, Hyd, India 2012
* Foundation of Leadership Program, Hyd, India 2008