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| **Key competencies:**   * Cloud strategy * Cloud Solution Architecture * Enterprise architecture * Technology evangelism * Digital transformation * Business & IT strategic alignment * Solution sales * IT Operating Model and Transformation * Consulting practice development * Leadership & organizational development * Security strategy * Global delivery * Active Learner   **Industries:**   * Manufacturing * Healthcare * Retail & Consumer goods * Financial Services * Telecom (Utilities) * Professional Services * Automotive and Mobility   **Organizations:**   * Microsoft * Komatsu * Alpine Overheard Doors * Arjay Telecom * Hill-Rom   **Educational Qualification:**  BE Electronics and Communication  Executive Education - CSI  **Certifications:**  Microsoft Azure certified architect  Microsoft AI Certified Associate | **Summary:**  Passionate about digitally transforming organizations to create value for internal and external stakeholders. Rich experience in planning, prioritizing, architecting, and implementing transformational public cloud initiatives. Proven expertise in leading pre-sales, delivery, solution architecture and practice development. Proven leader in accelerating customer’s cloud solutions adoption to realize business value. Technology evangelist passionate about enabling customers and internal teams to embrace new technologies.  **Key Accomplishments:**  **Microsoft – February 2016 till now – Cloud Solution Architect – Data and AI**   * Identified transformational opportunities for presales for a large company in various industries through the implementation of internet of things, blockchain and artificial intelligence technologies. Established the business case for transformation and created an IoT/AI center of excellence to accelerate adoption in business units. * Worked on creating value for customers by Innovating with AI to help build new products, optimize existing processes and operations. * Worked on multiple million to billion-dollar transformational deal. Provided use cases and technologies to drive digital transformation. Worked with Sales team to create strategy to work on big deals. * Built Guild, Squad Strategies to align internal employees and created Center of Excellence for AI/ML and Industrial IoT Technologies. Create Business Strategy for Cener of Excellence for our Region. * Lead the Enterprise Data Science program for our region to help customers embark on their data science journey from end to end. * Worked with Partners to build cloud scale innovative applications in various technologies. * Lead Transformation with IT and Other business units to show value for our customers. Being bold and do the right think for our customers. * Recognized as the top 1% of high performer in the company. * Wrote a book with few of my friends in Azure Machine Learning Engineering. * Established cloud AI and IOT Strategy and architecture for large manufacturing and Smart building provider and help implemented Smart AI building and Smart AI manufacturing solutions. Provided framework for discovery, analysis, and migration of cloud workloads both in lift and shift and migrating to PaaS capabilities. Conducted architecture and design workshops, created proofs of concept, and facilitated timely architecture decisions. Escalated product issues to Engineering and provided product features to improve the product and accelerated delivery. * Architected the cloud internet of things and AI solutions for large manufacturing companies such that they could monetize the service for their customers. Enabled appropriate hot and cold path analytics that proved the business case to addressed huge productivity and cost savings for their customers. Led workshops with customers to define cloud solution architecture. * Accelerated AI journey by moving them to cloud for large Smart buildings and Comfort as service organization. Created a business case and strategy for AI Cloud adoption. Delivered several cloud AI proofs of concepts to address concerns related to security, bias, connectivity, and scale. * Developed proof of concept and developed roadmap for AI and IoT solutions with security in mind. * Accelerated the adoption of Cloud and AI with Industrial internet of things projects for commercial applications. Formulated strategy to find the best technology to build cost effective AI applications. * Engaged with a global IT services organization to help them modernize their application portfolio. Defined a center of excellence and processes to establish a factory for refactoring and migration of applications to a modern platform * Assessed Enterprise Architecture capability gaps at a global Smart building and manufacturing companies, created a roadmap to address the capability gaps. Identified opportunities to optimize infrastructure for the global organization. Defined the architecture review board organization, processes and standards for architecture governance across business units in the organization * Led Smart connected products for various companies by integrating google assist and amazon alexa for retail products. Conducted architecture design sessions and designed solution in cloud for the above. * Gained customer trust and was considered as part of their teams and a trusted advisor for all the customer's and projects involved. * Keynote speaker, Server as member in advisory board. Part of Connected system institute form UW Milwaukee for addressing the skills gap in the industry. |

**Komatsu – May 2011 till February 2016 – Solution Architect**

* Led research and developed smart solutions for large scale mining equipment’s. Conducted architecture design session with business stake owners to build the smart solutions. These solutions provided huge value add and improve productivity and cost savings for customers. Also served as new revenue generator for Komatsu. Guided the organization definition, roles and responsibilities and identified required skill capabilities and gap. Also helped them find the right technology to use by developing proof of concepts.
* Led the right cloud technology initiative to define which cloud to use for large scale Industrial Internet of things application. Established target state architecture ensured aligned across business units and defined Business Capabilities for Edge and cloud computing. Created a taxonomy and framework for replicating the effort across other business units.
* Led technical advisory role for strategic business merger effort between 2 large enterprises across multiple work stream. Established technology governance, communication and process to manage changes, issues, risks and decisions. Established metrics for the verification of synergies achieved in all area and created executive reporting process to track metrics.

**Alpine overhead doors Inc. – June 2090 till March 2011 – Enterprise Architect/Solution Architect**

* Led various business and process application development with current technologies to increase productivity and reduce cost with great ROI. Built applications which made it to patent application.
* Led a solution for manufacturing entire quote to cash process and architected, designed and developed and implemented the solutions. Solution was built lean in mind and web based. Innovative application that provided manufacturing 365 visibility for the company.
* Led a development of online AutoCAD engineering drawing application to improve quotation process by creating engineering drawing online with approved specs.

**Arjay Telecom – Jan 2002 till June 2009 – Solutions Director & Industry solutions architect**

* Envisioned and planned Telecom dealer-based solution for Telecom industry. Define store strategies for the solution for deployment. Created reference architecture and bill of materials for the defined solution. Evangelized solution benefits to internal stake holders, created training collateral for store sales personal.
* Led the national Business Intelligence practice, running the operations across four geographical regions. Extended the capability to other geographies, implemented pre-sales and delivery processes. Worked with regional leadership to establish sales and utilization targets for the practice. Helped define BI solutions and evangelized with the sales organization. Defined intake and quality assurance processes for delivery and participated in quarterly business reviews to sustain and grow the practice
* Established the offshore delivery organization in one city in India. Built the organization from the ground up, conducting recruitment, onboarding and training. Established intake and engagement standards organized the delivery practice and quality assurance processes. Evangelized offshore delivery to internal and customer teams, over – achieved revenue and utilization metrics for the offshore practice
* Led the architecture team to delivery several large engagements for company across the Telecom industries for custom development as well as packaged software implementations. Helped customers with architecture and platform decisions, application lifecycle management, delivery quality assurance processes and improvement in time to market for solutions.

**Hillenbrand Industries, Inc – Sep 2000 till Dec 2001 – Architect**

* Led a solution development of Ecommerce for Healthcare industry. Established target state architecture ensured aligned across business units and defined Business Capabilities for B2B Ecommerce. Created a taxonomy and framework for replicating the effort across other business units
* Led technology evaluations and envision with business stake holders to build the best possible solution that can provide access to all their sales force. This was a companywide initiative and future order placement with knowledge management were all in one solution. Had a huge impact for the order processing timeline and saved a ton by improving productivity.

**Key activities across customer engagements**

* Conducted several high impact workshops with customer executives for digital transformation, envisioning and innovation
* “Tip of the spear” engagement model, establishing initial credibility with clients to influence services and products sales
* Internal and external evangelizing of solutions and technology to assist sales, delivery and knowledge sharing activities
* Liaise with product engineering teams to enhance features and address defects
* Collaborate with sales, services, product and marketing teams to accelerate technology adoption and increase revenue
* Effective practice building to establish, sustain and enhance profitable capabilities
* Consistently managed and overachieved on sales and delivery targets
* Speaker at Microsoft Events and other events, delivering effective readiness content to large global audiences
* Steering committee and Industry advisory board member for Purdue Engineering and University of Wisconsin Milwaukee

For more information:

Web site: [My Information (balakreshnan.github.io)](https://balakreshnan.github.io/)

Medium articles: [Balamurugan Balakreshnan – Medium](https://medium.com/@balabala76)