Arul Khanna Vannala

Accelerating Enterprise Modernization !!!
arul.vannala@gmail.com
720-413-7440

Technologist, Trusted Advisor, Sales Specialist, Customer Success, Championing Executives, Technical Champions and DevSecOps teams at Strategic Enterprises. Proven ability to lead and mentor technical teams, serving as a trusted advisor to C-level executives, technical champions, and DevSecOps teams. Expertise in architecting and implementing complex, distributed systems at scale, leveraging a modern cloud-native technology stack and DevSecOps practices. Strong focus on cloud native apps, platform, databases and observability. Passion for exceeding customer technical and financial goals. Demonstrated success in pre- and post-sales activities, including solution design, proof-of-concept development, and portfolio adoption. Dedicated professional with a Master's degree focused on Distributed Systems. Supporting Strategic Enterprise Accounts to drive Modernization at Scale. Providing seamless solutions to drive adoption and customer satisfaction.

- Lead and mentor both internal and customer teams on leveraging open source cloud native technologies to drive innovation and gain a competitive edge.

- Extensive experience architecting and implementing complex, distributed systems at scale, leveraging a modern cloud-native technology stack and DevSecOps practices. Deep understanding of cloud-native applications, platforms, databases, and observability.

- Experience as a Platform Architect and Product Tech Lead, with hands-on production support experience addressing performance issues and product bugs.

- Experience working with major IaaS providers, including Google Cloud Platform (GCP), Azure, vSphere, and AWS.

- Experience working with AI models, AI Agents, AI integrated applications and Good working knowledge of RAG, LLM, Vision and Pattern recognition

- Extensive experience with OS (Linux, Unix, and Windows) platforms and Databases(Teradata,Greenplum,Postgres,MySQL,MongoDB).

- Proven ability to automate tasks and strategically apply automation to optimize workflows and resource allocation.

- Experience implementing and improving services within IaaS and PaaS environments, working directly with customers to achieve their objectives.

- Certified Kubernetes Administrator (CKA), Certified Kubernetes Application Developer (CKAD), and Certified Kubernetes Security Specialist(CKS)

- Subject Matter Expert (SME) in database technologies, including Greenplum, PostgreSQL, Teradata, Oracle, and SQL Server. Experience with data integration tools like DataStage and business intelligence platforms such as SAP Business Objects, Splunk, Tableau, OBIEE, and Qlikview.

- Working knowledge of XP and Agile programming methodologies. Experience organizing and leading Agile/Scrum initiatives to meet product goals.

- Solid understanding of the Healthcare, Insurance, Telecom, Banking/Finance, Retail, and Aviation industries.

- Experience with SAML and Active Directory integration and testing within different PaaS environments.

- Experience organizing and delivering technical training and workshop sessions, both internally and externally.

- Highly organized and motivated team player with strong analytical and problem-solving skills. Proven ability to work under pressure and meet tight deadlines.

- Excellent communication skills, with experience working effectively with both technical and non-technical stakeholders, including programmers, automation test engineers, and lead architects.

Experience

Broadcom
Staff Solutions Architect
August 2024 - Present
Aurora, CO

Accelerating enterprise modernization. Reducing tech debt, boosting ROI, and optimizing efficiency. Working with strategic enterprise customers to drive application, data and platform modernization. Providing a seamless path to cloud native and containerization journey. Driving Zero Trust Architecture to reduce security risk. Enabling customers with cloud native technologies to increase speed, scale and security. Collaborate cross-functionally to refine sales workflows and expand portfolio adoption across accounts. Enabling enterprises to innovate faster with cloud-native technologies while maximizing efficiency, compliance, and cost governance

- Drive proof of concept and technical workshops to enable customers and internal teams on Tanzu Platform and Data Services
- SME point of contact for sales and filed engineers for Tanzu Data (Greenplum, Postgres, RabbitMQ, Gemfire, Valley(Redis) and MySQL)
- SME point of contact for Observability and Monitoring for Tanzu Platform, Tanzu Data and Applications.

Broadcom
Sr Solutions Architect Specialist
December 2023 - August 2024
Aurora, CO

Improving Speed, Scalability, Stability, Security and Savings. Trusted Advisor guiding enterprises to accelerate multi-cloud journeys with unified DevSecOps. Strategize multi/hybrid-cloud adoption, empowering technical and business executives at major retail, finance, and insurance companies to minimize technical debt and maximize ROI. Drive successful adoption of Tanzu Portfolio, unifying tooling, and processes to achieve seamless DevSecOps across business units. Architected consistent DevSecOps blueprints for enterprises modernizing complex, distributed systems; reducing security risks and enhancing developer productivity. Collaborate cross-functionally to refine sales workflows and expand portfolio adoption across accounts. Enabling enterprises to innovate faster with cloud-native technologies while maximizing efficiency, compliance, and cost governance. Equipped major customers to shift left on security.

- Driving cloud native modernization for application, databases and platform. (Cloud Foundry & Kubernetes)

VMware
Sr Solutions Engineer Specialist - DevSecOps
June 2021 - December 2023
Aurora, CO

Partner with Strategic Enterprise Accounts to drive the Cloud Modernization Strategy. Drive sales motion to provide superior DevSecOps experiences to solve complex problems and increase revenue. Drive successful adoption of Tanzu Portfolio across business units, unify tooling and guide customers to minimize technical debt. Strategize sales workflows across teams to increase portfolio adoption and product consumptions. Trusted Advisor for Executives and Technical Champions to drive Financial and Technical goals aligned with sales motions in play. Building Consistent DevSecOps for Multi-Cloud Journey Tanzu

VMware
Solutions Engineer
January 2020 - August 2022
Aurora, CO

Any App. Any Cloud. Any Cluster. Interact with fortune 500 CIO, CTO. VP, Architects, Developers to drive the migration to the cloud. Working with enterprise customers to build apps and platforms at scale. Driving the cloud strategy at major financial enterprises. Deliver deep-dive technical sessions and drive proof of concept sessions. Work with cross-functional teams to design, architect highly available and distributed cloud-based solutions. Advocating end to end CI/CD in application and platform deployment pipelines.

Pivotal Software, Inc.
Pivotal Platform Architect
June 2019 - January 2020
Aurora, CO

Enable customers with pivotal products. Introduce pivotal lab's methodologies, pairing with professional services, and drive product consumptions. Delivered solutions to fit a multi-cloud strategy. Drive proof of concepts on pivotal platforms and enable customers teams with cloud-native solutions and methodologies. Deliver technical sessions on product features. Deep-dive technical session with customers to drive adoption.

Pivotal Software, Inc.
Senior Engineer
October 2015 - June 2019
New York, NY

Support customers using pivotal products Pivotal Cloud Foundry, Pivotal Kubernetes ,Mysql, Rabbitmq, Spring Cloud Services, Redis, Concourse, Greenplum. Guide operation teams in daily procedure, upgrades, backup, restore, performance optimization, capacity planning. Automate operation team tasks and provide product/industry best practices to achieve seamless integrations.

Morgan Stanley
Greenplum Architect Consultant
October 2015 - December 2016

New York, NY

Established high-performance Greenplum distributed database clusters, automating operations team procedures for increased efficiency. Collaborated with the architecture team to implement zero-downtime deployments, ensuring continuous data availability. Streamlined upgrade processes and proactively addressed performance issues, contributing to a reliable and optimized data infrastructure.

C&S Wholesale Grocers
Teradata DBA/Architect
May 2014 - September 2015

Keene, NH

Accelerated performance of the Teradata database and applications within the Enterprise Data Warehouse. Collaborated with BI developers to optimize SQL queries, resulting in faster data retrieval. Delivered a high-performing sales dashboard with a 1-second response time guarantee (SLA) across all dashboards and reports. Streamlined upgrade processes, daily procedures, and change management for improved efficiency. Ensured business continuity by providing on-call support for production issues.

Cisco Systems
Teradata Architect Consultant
February 2012 - April 2014

Milpitas, CA

Performance optimization of Teradata database and applications running on Enterprise Data Warehouse. Partnered with BI developers to optimize SQL for performance. Implemented one sales dashboard with 1 sec SLA on all dashboards

and reports. Optimized upgrades, daily procedures, and change management. Provided on-call support for production issues.

Gensuite
Web Developer
December 2010 - January 2012
Cincinnati, Ohio

Designed, developed, and supported web-based tools that empower Gensuite clients to optimize operations and training. Architected and delivered web applications that transformed Gensuite's client experience. Empowered users with intuitive tools that streamlined operations and boosted training efficacy.

Grand Valley State University
Web Developer
February 2010 - February 2011
Greater Grand Rapids, Michigan Area

Empowering the GVSU community through innovative web development. Designed, developed, and supported web applications utilized by students, faculty, and staff. Notably, implemented tools that fostered academic success, including a "Find a Study Buddy" platform and an online classwork management system. Created user-centric solutions that enhance the university experience.

Education

Grand Valley State University
Master's degree
Computer Science
2007- 2009

Jawaharlal Nehru Technology University

Bachelors of Engineering
Computer Science
2002- 2006

Certifications

[CKS: Certified Kubernetes Security Specialist](#)

[CKA: Certified Kubernetes Administrator](#)

[CKAD: Certified Kubernetes Application Developer](#)

[PCF: Pivotal Cloud Foundry](#)