DAVID A. HARSH

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PROFESSIONAL WORK EXPERIENCE

Microsoft, *Power Platform Technical Specialist,* **Nov 2017 - Present**

Power Platform Technical Specialist, Oct 2019- Present

- Microsoft Gold Club Outstanding Achiever Award for FY20; http://aka.ms/dharshgold
- Power Platform Technical Specialist supporting 8 of the 11 Federal Civilian Strategic Accounts (VA, HHS, Interior, USDA, NIH, Postal, Commerce, State)
- Published Power Platform Governance for US Government Whitepaper; https://aka.ms/powergov
- Published Whitepaper for Linux Foundation on AI with BI; https://aka.ms/dharshlinux
- Selected to participate in the Technical Leadership Development Program May 2020-May 2021
- Taught class on AI at Uni. Of Maryland: "Cloud compute leveraging Big Data & AI to drive biz value"
- Successfully passed the following certifications: **DP-200, DP-201, MS900, AZ900**, **AI-100:** Designing and Implementing Azure AI Solution to improve ability to sell cross-cloud technologies
- Delivered prescriptive go-to market governance materials for VA, USDA, NIH, and Interior
- USDA: Delivered executive level briefings and several governance presentations to OCIO/CEC; impact: $1M+ Power Platform opportunity has been set to "committed - negotiate terms"
- FDA IMF: Demo leveraging Power Platform + several Azure services (form recognizer, OCR, Cognitive Services, translation services, Object Detection) is playing pivotal role in establishing the Azure ATO at FDA

PowerBI Technical Specialist, Nov 2017- Sept 2019

- Power BI Technical Specialist supporting all of FED.FFL ATU (A. Altimont) and half of FED.FHB (S. Oliver)
- Creatively found ways to drive sales/consumption with PowerBI technology
    - Azure Consumption Insights: Fed Reserve, FirstNet, ASRC Federal, NIH, NOAA, VA
    - Azure Log Analytics/TIC modernization: SBA, DHS
    - Azure Data Explorer: 2x Postal (Netflow/Splunk replacement; Edge analytics / Geospatial logging)
    - Built several reports to add value to Dynamics & PowerApps opps; Case Management (USDA OIG); Asset Tracking (DOI BLM); Drone Tracking (DOI OAS); Grant Management (NIH/EPA/Alaska)
- Passionate evangelist: Spoke at Gov Ignite & influenced Digital Transformation Showcase w/ a PBI demo
- USDA : Impact 20K PowerBI Pro licenses ($1.79M of PBI; $2.19M of E5) Delivered 16 specific demos for 9 bureaus (OCIO, CEC, AMS, ERS, OGC, NASS, APHIS, OIG, FSIS) and procured ECIF funding to drive adoption and replace Tableau dashboards.
- ECIF made easy: Used lessons learned from USDA ECIF to develop an elastic SOW with partner (SolidQ) that can help drive PowerBI consumption. *Impact*: Streamlined partner engagement for all sellers
- Led presentations and built strategic relationships at several conferences: Arctic IT Summit (Anchorage), Farm Credit IT Symposium (New Orleans), TribalNet (Vegas), Postal Forum (Indianapolis)
- Presented at Farm Credit IT Symposium to audience of 30+ IT managers from various Farm Credits. (Impact: Farm Credit $129K of PBI and $151K E5 in FY19) Orchestrated PowerBI day at SBA to prevent Tableau from continuing to grow influence. Meeting will now be repeated quarterly, owned by SBA. (Impact: SBA $250K of PBI; $1.23M E5 in FY19) Presented to Commerce CIO and team, spearheaded ATO process for Census (Impact: Commerce $64K PBI; $651K E5)

MicroStrategy, Tyson's Corner, VA, *Big Data Product Manager,* **July 2013 – Nov 2017**

Big Data Product Manager, Nov 2016- Nov 2017

- Presented Big Data strategy with Cloudera at Strata Data Conference 2017, https://aka.ms/dharshstrata
- Presentation of Big Data Engine at MicroStrategy World, https://aka.ms/dharshmstrworld
- Led projects at 6 of our largest accounts to showcase our ability to connect to BigData data sources
- Focused on testing and positioning our platforms ability to connect to Impala, SparkSQL, Hive, AtScale, ElasticSearch, Cassandra, Khafka, MongoDB, Jethro and our own native Hadoop Connector

Product Evangelist, Jul 2015- Oct 2016

- Customer facing product manager that evangelizes emerging technologies to strategic customers
- Led solo pilot engagements to showcase new platform features to 15 customers in 7 countries
- Delivered training to MSTR sales team on advanced technology; D3 visualizations and Salesforce integration
- Provide customer/market insight to CEO, CTO, President, product management & product owners

Scrum Master/Beta Consultant, Mar2014 - Jun 2015
- Configured beta software, logged critical defects, and translated client feedback to development teams
- Orchestrated the redesign and modernization of MSTR Web; Designed UX mock-ups in Photoshop CC
- Oversaw deployment and certification of three environments, coordinated app release to App Store/Google Play
- Managed resolution of issues found in Jenkins SoapUI automation tests, coached team on case documentation

Technical Support Engineer on the Developer team, Jul 2013– Feb 2014
- Offered technical expertise for 288 customer issues; top case taker in Nov'13 out of 11 person team
- Achieved Platinum MSTR Certified Developer and earned top grade on final project in training class of 24

PureMadi, Limpopo Province, South Africa, *Business Consultant,* Oct 2010 - Jun 2013
- Jefferson Public Citizen Scholar- lived in South Africa and built a Ceramic Water Filter Factory
- Negotiated worker contracts, supply prices, and developed factory business plan; 2011
- Narrowed customer focus, improved supply chain inefficiencies, won trust and support of stakeholders; 2012
- Led a 250 person fundraiser raising $15,000 to support Pure-Madi and subsidize filters; puremadi.org

Senator Kent Conrad, US Senate Budget Committee Chairman, Washington, DC, *Intern*, Jan 2009 - May 2009
- Met with constituents and companies from ND; attended committee hearings; conducted research on legislation

EDUCATION & TECHNICAL SKILLS

University of Virginia-McIntire School of Commerce
B.S. in Commerce- Finance Concentration & Double Major in Statistics- Econometrics Concentration;
Cumulative GPA: 3.76;   Commerce GPA: 3.72   Statistics GPA: 3.89
Honors**:** Echols Scholar- *Top 8.5%*; Deans List- *All Semesters;*
Relevant Courses: Quantitative & Financial Analysis, Regression Analysis, and Persuasive Speaking
Computer Skills: Proficiency in SQL, SAS, VBA Excel, R, Rally, iMovie and Photoshop CC

LEADERSHIP

Fed Challenge Team Founder and Economics Department Student Council VP
- Founded five person team; researched monetary policy issues; 2011 Finalists in region competition of 16 teams

Class Council at UVa, *Executive Board, Academic and Career Dev. Chair*
- Planned events for career advisors to meet students; led committee of 17 students to organize monthly events

PERSONAL INTERESTS

YoungLife: Team Volunteer at T.C. Williams HS, lead biweekly meetings of 100+, led 65 student summer camp trip
Committee Member for City of Alexandria, managing relationships with donors and raising $60,000 annually
Teaching: Substitute Teacher over summer and winter breaks during college teaching K-12, Special Ed-AP
Opera: Studied under Chris Owens at UVa. Sang solo at the largest cathedral in the world. (St. John the Divine, NY)