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: **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: 3.72Statistics 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)