

Martin Georgiev

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Distinctive professional who translates business requirements into End-to-End IT solutions. Proposes and designs solutions in line with technical architecture, which fit business requirements and organisational change. Accountable for the solution in operation, responsible for the solution design descriptions, service design and user experience design. Contributor to the project portfolio. Shaping Transition & Transformation aspects of customer solutions as well as planning the implementation of new and existing services and support models

I am also enthusiastic about data and have more than five years of practical first-hand experience in automated data analysis, Linux hacking, effective database setup and querying. Expert in both Visual Basic for Application, Power Query with several years of day-to-day design and development in the automation context. C#, .NET Framework with only two years of practical experience.

Work Summary & Experience

Lead Offering Solution Architect at DXC Technology - June 2015 - Present

My responsibilities include solution development (service start-up, technology and process transformation, ongoing refresh), competitive costing, business case alignment, value proposition. Transferred to DXC technology during the merger of HPE ES with CSC. On top of the previous responsibilities my tasks include:

- Examination and interpretation of business requirements
- Establishing solution intent
- Aligning the solution with the technical architecture
- Identification of potential technical design risks
- Supervision of the built-in quality
- Operation within the budgetary framework to validate the financial impact of design decisions
- Identification of innovation opportunities
- Planning technology roadmaps
- Areas of expertise include Public and Private cloud.

Sales support specialist/Deal Delivery assurance at HP - July 2011 - May 2015

Responsible for the end to end service management and process and tools solution during pre-sales. Verified that the proposed solution is "fit for purpose" and in line with the contractual obligation. Contributed to the definition of Service Level Agreements (SLAs), Operational Level Agreements (OLAs) contracts and Key Performance Indicators (KPIs), Quality Performance Indicators and technical proposal.

Main tasks:

- Verify Service requirements
- Negotiate SLA / OLA
- Maintain and contribute to the creation of the service budget
- Obtain stakeholders approval

I applied subject matter knowledge to solve common and complex business issues within established guidelines and recommends appropriate alternatives. I worked on problems of diverse complexity and scope. I identified technical risks and challenges the customer should expect to encounter with the solution. Tools used: HP SM (including all the ITIL modules), HP Operations Manager, Enterprise Service Portal, Reporting, Run Book Automation, HP Server Automation, multiple case exchange technologies, and 50 other internal tools logically grouped in the HP Standard Reference Architecture.

Change Manager at Hewlett-Packard - December 2007 - June 2011

As a Change Manager I had to ensure that projects/change initiatives meet objectives on time and on budget. My focus was on the people side of change – including changes to business processes, systems and technology, job roles and organization structures. The primary responsibility was to create and implement change management strategies and plans that maximized success rate and minimized risk of service disruption. The main goals were:

- to drive faster change adoption;
- to drive higher ultimate utilization and greater proficiency of the changes that impact employees;
- to increase benefit realization, value creation, ROI and the achievement of results and outcomes.

As an MSI change manager I had to execute the above responsibilities on behalf of the customer in his multi-supplier environment and make sure that the suppliers adhere to the agreed process. On top of the regular Change Advisory Boards (CAB) I also chaired operational review meetings.

Reporting Specialist at Sofica Group - May 2007 - November 2007

Contractor at Hewlett Packard. My role was to ensure that all service level agreements (SLAs) across the organization were delivered according to specifications. This includes developing, managing, and administering service management best practices.

Supervisor at Sofica Group - July 2005 - May 2007

As a supervisor I was managing a team of call centre agents. I had to be available for my agents if they need assistance: to answer agent's questions, to take calls that they could not handle. I had to motivate them through positive communication and feedback.

Skills

Systems analysis

Systems Design

Reporting and Warehousing using SQL:

- Pivoting a Result Set into One Row
- Pivoting a Result Set into Multiple Rows
- Reverse Pivoting a Result Set
- Reverse Pivoting a Result Set into One Column
- Suppressing Repeating Values from a Result Set
- Pivoting a Result Set to Facilitate Inter-Row Calculations
- Creating Buckets of Data, of a Fixed Size
- Creating a Predefined Number of Buckets
- Creating Horizontal Histograms
- Creating Vertical Histograms
- Returning Non-GROUP BY Columns
- Calculating Simple Subtotals
- Calculating Subtotals for All Possible Expression Combinations
- Identifying Rows That Are Not Subtotals

- Using Case Expressions to Flag Rows
- Creating a Sparse Matrix
- Grouping Rows by Units of Time
- Performing Aggregations over Different Groups/Partitions

- Simultaneously
- Performing Aggregations over a Moving Range of Values
- Pivoting a Result Set with Subtotal

BI:

Various Reports created using Power BI are available for review upon request.

Main tasks: Storytelling using data – composition, relationship, distribution trends.

Data miners: practical experience with Orange 3 / Splunk Machine learning to perform

- Characterization;
- Frequent / Rare patterns;
- Cluster Analysis;
- Outliers Analysis;
- Correlation;
- Discrimination

Python and SPL (Splunk's query language for big data analysis) with less than a year experience.

Specialties: Automation for data analysis, data modelling, data visualisation, data driven decisions, information retrieval, exploratory data analysis.

Work Projects

(in the last 12 months)

Leading manufacturer in the Nordics region – contract renewal.

Portfolio – workload and cloud. Transition activities: retaining, rehosting, replatforming.

Challenges – due to business drivers the customer did not focus on the IT environment which resulted in multiple application reaching their end of life at the same time. I inherited the project after multiple attempt to close it made. I had to overcome lack of credibility. As the deadline approached rapidly, I conducted a workshop with the customer followed by PoC and a pilot. The contract was signed for another five years.

Semi-Government health agency in the Benelux region – contract renewal.

Portfolio – workload and cloud, applications modernization. Transition activities: rehosting, replatforming, revision.

Challenges – migrating an environment that does not fit my company's portfolio to Microsoft Azure. I had to obtain stockholder approval (both internal and external). Identified the gaps and proposed mitigation actions. Conducted a PoC. The contract was signed within the existing MSA.

Government pensions agency in the Nordics region – contract renewal.

Portfolio – workload and cloud, applications modernization. Transition activities: rehosting, replatforming, revision, rearchitect. Building container management platform based on RedHat Openshift.

Challenges –Due to business drivers – pensions schema change it was determined that the existing rules-based system cannot be changed fast enough to meet the requirements. A solution to enable CI/CD and speed up the application development, deployment and operations was designed. The customer has a bias towards Mainframe and IBM technologies. I conducted a workshop with the customer, followed by PoC. The contract was signed for another five years. The customer was so happy with the outcome that the contract contains projects to migrate existing applications to the platform and to create a new persistence platform based on DB2 LUW.

Demonstration Projects

Contoso University showcase project for .Net Framework based on the Microsoft MVC tutorial. My implementation uses different approaches compared with the suggested by Microsoft as I find their approach risky for production deployment when using code first migrations.

Technologies: .Net Framework, Bootstrap 4, Entity Framework, Microsoft SQL. Implementation on Azure WebApp + Azure SQL.

EC-TH – Property management platform. The service uses a combination of Razor Views and REST APIs to demonstrate how to modernize applications for scalability and cloud and how to expose services via APIs, what is the difference between XML and JSON, Pascal and Camel notations, Code First vs Database First migrations etc.

Technologies: .Net Framework, Bootstrap 4, Entity Framework, Microsoft SQL, jQuery. Implementation on Azure WebApp + Azure SQL.

FLEET MANAGEMENT – database applications using Oracle 11 XE and Application Express 5. Database design (adherence to DB Normal forms), starts and snowflakes. Creation of tables, indexes, triggers, procedures, sequences, UI. The application is exposed for desktop and mobile. As this version does not support HTTPS a reverse proxy server based on Apache was deployed and configured as a SSL off-loader. Certificates are based on Let's Encrypt. Similar applications include utilities and finance management. All applications feed to a read-only reporting server based on MySQL. Visualisations are created using Power BI.

Showcase projects are available on my Github repository and access to restricted repositories could be granted upon request.

SQL (and Oracle APEX): 5 stars rating on Hackerrank. Username: mggeorgiev. The solutions are available for review.

Certificates

I have a number of professional certificates also available on my LinkedIn profile:

Microsoft Certified: Azure Solutions Architect Expert

Certification Date: Jun 2019 – Expires on 20 June 2021

Microsoft Certified: Exam 535: Architecting Microsoft Azure Solutions

Certification Date: Jun 2018 – No Expiration date

ITIL® Intermediate Service Transition

Certification Date: Feb 2014 – Present License 1002013033

ITIL V3 Foundation

Certification Date: May 2010 – Present License 00136963

MTCNA - Mikrotik

Certification Date: Sep 2017 – Sep 2020 License 1709NA1759

Splunk Certified User

Certification Date: Mar 2018 – Present License Cert-231017

Intermediate Python for Data Science Course

Certification Date: Jan 2018 – Present License 4813462

edX Verified Professional Certificate for DAT201x: Querying with Transact-SQL

Certification Date: Jul 2017 – Present License 2368f398f413451d95ea37188c026a95

Certificate of Completion: C# Tutorial course

Certification Date: Jun 2017 – Present License 1080-697498

edX Verified Professional Certificate for DAT222x: Essential Statistics for Data Analysis using Excel

Certification Date: Jun 2017 –

Present License 68d5c520c5374dcebff6924071ed0df3

Certificate of Completion: HTML Fundamentals

Certification Date: Mar 2016 – Present License 1014-697498

Certificate of Completion: JavaScript Basics

Certification Date: Mar 2016 – Present License 1024-697498

Certificate of Completion: PHP Course

Certification Date: Mar 2016 – Present License 1059-697498

Certificate of Completion: SQL Fundamentals

Certification Date: Mar 2016 – Present License 1060-697498

edX Professional Certificate for Windows PowerShell Fundamentals

Certification Date: May 2015 – Present

edX Verified Certificate for Introduction to Linux

Certification Date: May 2015 – Present