

VIJAY VENKATA

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Career Profile

SUMMARY OF EXPERIENCE

Software Executive successful at building corporate value for startups and multinational corporations by leading R&D & Technology strategy with multimillion-dollar annual revenues. Proven leadership, analytical, interpersonal communication abilities, demonstrated by top business school education, competent engineering, management, US patents, products used by billions of people and award-winning results.

Key qualifications include:

- Strategic Business Planning
- Customer, Vendor & Consulting Relationships
- P&L Responsibility
- Product and Project Management expertise
- Extensive SDLC under Agile/Scrum
- Cloud Software Architectures
- Innovation and Technology Strategies
- Continuous improvement practices
- Strong leadership skills & Team Building
- Large scale Distributed Systems

EXPERIENCE

PRODUCT OWNER & PRINCIPAL CLOUD SOFTWARE ARCHITECT, TOYOTA MOTORS **Nov 2018 – Present**

Product Owner & Principal AWS Architect responsible for product strategy, AWS Cloud architecture, AWS Cloud Security, scalable software architecture & implementation of Data Science & ML/AI software solutions based on driving data obtained from embedded devices in automobiles.

- **Strategy:** Develop data analytics/ML/AI software solutions on AWS cloud to process data on millisecond interval across many millions of automobiles
- **Strategy:** Advise Executive Leadership Team on new project selection, define project vision & serve as primary technical contact for all AWS cloud solutions for Toyota insurance
- **Strategy:** Expert level knowledge in Computer Science, Business & Cloud Security to translate strategic business decisions into detailed technical roadmaps, Software Architecture, Cloud Architecture, Infrastructure as Code, Cloud Security & Cloud Observability & Monitoring
- **Technical skills:** Independently responsible for Infrastructure, CI/CD & Cloud Security on 10 Core AWS accounts that host multiple ML/AI & Data Analytics software solutions (Usage based auto insurance, Driving behavior analysis & safety score measurement and automobile system software solutions)
- **Cloud security skills:** In-depth experience with AWS IAM (Users, Roles, IAM privilege escalation avoidance, IAM permission boundaries, IAM cross account, Single Sign On, Dynamic IAM role switching across multiple AWS cloud accounts using multiple IAM roles), real time security alerts, configuration immutability, security visualization dashboards & grading.
- **Technical skills:** In-depth experience in Software Architecture & Distributed systems which includes backend microservices for API support, ML/AI/Data Analytics workloads for driving data processing & CI/CD pipelines on AWS (**EC2, ECS Fargate, EMR, Sage Maker, Lambdas, AWS Lake Formation, API Gateway, WAF, Java Microservices, Cloudwatch, SNS, EFS, SSM, AWS Code Pipeline, AWS Cloud Security Services, Terraform, Guardduty, Config, VPC Flowlogs, CloudTrail, Dome9**).
- **Leadership:** Serve as both Technical Leader & people manager & champion engineering excellence, establish business metrics and drive continuous improvement and effectively work with subsidiaries at Toyota to **influence product strategy & architecture decisions**
- **Results Driven:** Led discussions with Toyota Cloud Security group & obtained approval for all projects & achieved highest cloud security scores among all subsidiaries at Toyota
- **Customer Focus:** Manage agile backlogs & prioritize stories for multiple projects, oversee project progress at every iteration and act as primary liaison with executive leadership team & customers
- **Leadership:** Perform managerial duties for junior direct reports as needed & Interview & hire engineers & architects needed for project pipeline & successfully manage a team of DevOps, DevSecOps, AWS Architects & Software Engineers

SENIOR SOFTWARE ARCHITECT, WAWA INC

2018 – 2018

Led consulting engagement at US North East regional retail client for Mobile software architecture on AWS.

- Software Architecture (API, Java microservices, web servers) was successfully implemented on AWS
- **Customer Focus:** Achieved 20% cost savings on AWS expenses (\$0.5M/year savings) through cloud deployment optimization strategies in first month of client engagement

DIRECTOR, OSSIFRAGE INC

2015 – 2017

Led multiple consulting engagement for various clients on software architecture on AWS.

- **Entrepreneurship, Advanced Finance:** Software Architecture included financial software (C/C++ & Python applications for portfolio management), REST API, Java microservices, & CI/CD on AWS

SENIOR SOFTWARE ARCHITECT, AFFIRMED NETWORKS

2012 – 2015

Delivered industry first 4G LTE wireless MME switch on OpenStack SDN/NFV cloud platform and managed product strategy, security & architecture for key software components.

- **Entrepreneurship:** Generated first cloud computing revenue stream (\$50M+) in North American & Japanese Wireless segments (AT&T & KDDI Japan, 500M+ transactions every day from 25M+ subscribers in US & Japan) along with highly profitable (70%+ gross margins) annual recurring multi-year service contracts
- **Strategy:** Partnered with executive management in US & Japan to align major initiatives and expected outcomes with group level effort and regularly presented project updates
- **Business Process:** Obtained buy in from executive management to setup software security vulnerability checks (Coverity) which resulted in multi-year contracts from AT&T and KDDI
- **Customer Focus:** Carefully managed customer expectations & used customer feedback to realign internal processes to continuously improve product quality in every release cycle

SOFTWARE ARCHITECT, PIZZA HUT

2009 – 2012

Increased revenue by migrating point-of-sale systems & backend legacy software systems by leading a cross functional team of onshore and offshore professionals.

- **Strategy:** Approved Software Consulting & Hardware Vendor contracts and exceeded key milestones by improving operational efficiency by 5%+ in stores nationwide on multibillion-dollar revenue base
- **Technical skills:** Re-architected legacy software to allow scalability, reusability and production efficiencies and drove continuous process improvement through Agile SDLC practices
- **Leadership:** Enabled team building and career progression opportunities for junior members and direct reports and managed offshore software consulting resources

SENIOR SOFTWARE ENGINEER, CISCO SYSTEMS

2005 – 2009

Designed and implemented portions of Cisco Near Unix Kernel (kernel space) on Cisco enterprise IP Phones & implemented various application features (user space) on Cisco enterprise IP phones including power save, call center recording and advanced services support through XML and third-party apps.

- **Strategy:** Introduced third-party application driven architecture support on Cisco IP phones to allow VARs to develop enterprise specific applications and expanded Cisco's IP phone market share
- **Innovation:** Achieved longer shelf life, lower recycling costs, higher environmental rating, higher unit prices for IP phones and increased y-o-y revenue growth by 15% on high end color IP phones with gross margins in 70% to 75% range through high value & energy efficient features

SOFTWARE ENGINEER, NETSCOUT

1996 - 2005

Designed and supervised critical wireless network monitoring products during entire lifecycle of early-stage startup to a publicly listed firm and subsequent acquisition.

- **Innovation:** Devised and patented software algorithms for 2G, 3G & 4G wireless products covering network monitoring, business intelligence, service assurance & data analytics on large scale distributed computing platforms (large scale distributed systems similar to public cloud such as AWS, GCP, Azure) and achieved revenue growth from \$0 to \$50 - \$100 million annual revenue over 8 years with gross margins around 80%
- **Strategy:** Successfully delivered real-time network monitoring solutions for 2G, 3G mobile networks and formulated business strategy and product roadmaps.
- **Results Driven:** Supervised all components of software architecture and finished project within deadlines & budget & obtained multi-year recurring contract worth \$10M+ from AT&T in record time

TECHNICAL SKILLS

- **Languages:** C, C++, Java, Python, Terraform, AWS boto3
- **Platforms:** AWS (EC2, ECS Fargate, EMR, Sagemaker, EFS, Aurora RDS, S3, IAM, SNS, Cloudwatch, Lambda Functions, Route 53, Cloudfront, WAF, API Gateway, VPC, private/public subnetting & networking, VPC Gateway & Interface Endpoints, AWS Security services, Guardduty, Inspector, Trusted Advisor, CloudTrail, VPC Flowlogs, Code Pipeline), Linux, Unix, Windows, Large Scale Distributed Platforms, Embedded Systems, Cisco & Juniper routers, OpenStack SDN/NFV Cloud Architecture, Apache Webservers, Docker
- **Tools & Methodologies:** Microsoft Office Suite, Agile, Scrum & Kanban, Atlassian project management tools (JIRA, Bitbucket, Crucible, Confluence etc.), ELK Stack, Splunk, AppDynamics, Datadog, Jenkins, Dome9, Application lifecycle management with redundancy & failover, Microservices, Autoscaling, RESTful API, Virtualization, Data Analytics, CI/CD pipeline, gdb, valgrind, Coverity, Wireshark, git, GitHub, bash, gnu toolchain

PATENTS

[U.S. Patent#6633555](#) - System and method for monitoring signaling units on A-interface links in a GSM network

EDUCATION

*MBA, Finance, Strategic Management, Accounting - **UNIVERSITY OF CHICAGO (BOOTH SCHOOL OF BUSINESS), CHICAGO***
*MS, Computer Science - **TEXAS TECH UNIVERSITY, TEXAS***
*BS, Computer Science - **UNIVERSITY OF MADRAS***