Harini Gunabalan

harinigunabalan24@gmail.com | +4915118875471 | de.linkedin.com/in/harinigunabalan24590

harinigunabalan.github.io | github.com/harinigunabalan | @harinigunabalan | @harini.gunabalan

Professional Experience

SAP   *Walldorf, Germany*
Product Manager, SAP Cloud Platform   *September 2017 – Present*

- T-shaped profile focusing on overall SAP Cloud Platform and diving deep into: programming models & document management.
- Led re-designing and revamping of SAP Document Center (an enterprise content management solution) involving 3 internal cross-continent teams and 1 partner teams, which led to an increase of sales by 5X times within 3 quarters.
- Migrated over 50 enterprise customers from on-premise to cloud (including coordination with go-to-market, sales & presales).
- Hands-on experience in presenting technical demos to C-suite executives (part of SAP TechEd keynote demos)
- Awarded as an SAP Catalyst for 2019 (Special executive coaching for top 5% who make SAP stand out).

Software Developer, SAP Cloud Platform   *June 2016 – August 2017*

- *Metering & Reporting:* Implemented a Central Metering & Reporting Hub that collects usage information of cloud services metrics to enable consumption-based pricing (pay-per-use) for customers.
- *Analytics:* Configuring SAP Analytics Cloud to SAP HANA DB instances in different data-centers through cloud connector.

Master thesis researcher *(Cloudwave, EU funded FP7 research project)*   *July 2015 – May 2016*

- Predictive Auto scaler for Cloud Foundry, Feedback Driven Development for Cloud Applications (Eclipse Plugin development PoC).

Intern, Customer Support EMEA   *April 2015 – June 2015*

- Service order processing in the SAP CRM system, snapshot overview of App servers, analysis of logs and performance statistics reports.

DELOITTE   *Bangalore, India*
Business Technology Analyst   *June 2011 – Sep 2013*

- Provided custom SAP Enterprise Resource Planning solutions to 5 Fortune 500 Customers across Asia, North America, and Europe.

Education

Technical University of Darmstadt (Germany)   *Oct 2013 – Aug 2016*
Master of Science – Distributed Software Systems   CGPA 1.8 (Scale: Best 1.0 and Worst 5.0)
Madras Institute of Technology, Anna University (India)   *Aug 2007 – May 2011*
Bachelor of Technology – Information Technology   CGPA 8.7 / 10

Projects (Ideas/Entrepreneurship)

1. Product Name: PinstaBook (Launch planned for Q1 2019)   *Present*
Product Strategy:

- **Problem Statement**: PinstaBook - a platform for bookmarking social posts (images and videos), create stories and travelogues (Google stories was retired) and a platform for businesses to target influencers for their Ad campaigns with advanced engagement analytics.
- **Technology:** Golang, HTML5, Google Cloud Platform Cloud DataStore
- **Pricing:** Free for end-users with Ads, monthly/annual subscription for businesses to gain analytics on their marketing campaign
- **Estimated Market**: Starting with Instagram and its users, primarily targeting Indian market

Marketing Strategy:
Users: SEO to direct users from Instagram and Pinterest
Businesses: Pitching in SAP Intrapreneurship and SAP.io for directly getting in touch with businesses
(If you are interested in this idea please reach out for business plan, pitch or other information)

2. Decentralized Social Networking using WiFi Direct: WiFriends   *Oct 2014 – Feb 2015*
Developed a Decentralized Social Networking mobile app, that uses Wi-Fi peer-to-peer API for the overlay creation and it dynamically discovers peers(friends) in proximity to exchange profile information in JSON format. The project considers security as a major aspect of concern in such ad-hoc communication and addresses it by data encryption using pre-shared key (AES 256) exchanged once via NFC.
(Secured top grade and won the* Google travel grant for this project to attend Hack in the Box Security Conference, Amsterdam*.)

***View my other projects* here** *(Hackathon, fun, side projects)*

Major Public speaking Events

- 2018: (Speaker) Hands on workshop on "Build Node Applications using programming model for SAP Cloud Platform" @ SAP TechEd, Las Vegas (View in GitHub)
- 2018: Next generation computing at Paderborn University & SAP HANA Codejam at Frankfurt and Netherlands
- 2017: Technical overview of SAP Cloud Platform @ SAP Early Talent Summit, Germany
- 2016: Grace Hopper Conference Poster: DO-AS-CASPOTT: DevOps Autoscaler and Critical Artifact Spotter
- 2016: Student Opportunity Lab at Grace Hopper Conference on 'Speaking highly of your own work'
- 2016: European Conference of Service-Oriented & Cloud Computing, Vienna: Feedback-Driven Development
- 2016: Dronespot prototype at Mobile World Congress & How to Run Simple in a Digital World with 5G at SAP TechEd, Barcelona
- 2015: Google Developer Groups, Frankfurt: Machine Learning using Tensor Flow Library (▶ Youtube link)

Awards and Activities

- SAP Early Talent Ambassador for Germany (2017 – Present) & fast-track promotion within 1.5 years.
- Grace Hopper Conference, 2017 Scholarship Reviewer.
- Participant of Tensorflow workshop, Women TechMakers @ Google Zurich, 2017
- Travel grant to attend the Grace Hopper Conference - Houston, 2016, sponsored by TU Darmstadt, ACM and Microsoft research
- ACM Student Research Competition 3rd place Winner in the Graduate Category - Grace Hopper Conference - Houston, October 2016
- SAP Berlin Innojam Hackathon Winner (SAP Orchestra Solutions), 2015
- RheinMain Hackathon Winner (Student Overflow), 2015
- Google travel grant winner to attend SREconEurope 2016 (Site Reliability Engineering), July 2016.
- Google travel grant winner to attend Hack in the Box Security Conference 2015, Amsterdam
- SAP Fast Track Award (Special Mentoring and Workshops for top 5% Students) & SAP Peer to Peer Recognition Award winner, 2015
- Best student in Communication Networks by Prof. Dr. Ralf Steinmetz, 2015
- Spot Award Winner @ Deloitte for technical mentoring of new-hires, & Oracle certified Java Programmer (100% score)
- Coach for RailsGirls Workshop, Frankfurt
- Reviewer of "Machine Learning with TensorFlow" video Tutorials with Packt Publishing
- Mentor-BigSister Network, TU Darmstadt (2015 - 2017)

Skills

Product: Strategy & roadmap, prioritizing features, commercialization, market fit, functionality & usability testing

Languages: Java, Shell (Bash), JavaScript, Android, SQL, Node.js, jQuery, ABAP, HTML5, CSS3, SAP UI5, REST APIs, Bootstrap

Platform/DB: Cloud Foundry, SAP Cloud Platform, Elastic Search, SAP HANA, MS SQL, MySQL, Hibernate

OS/IDE: Unix, Windows, InteliJ IDEA, Eclipse, SAP Web IDE, Brackets, Sublime Text, Eclipse Plugin Development, LaTeX

Others: Git, SVN, GitHub, Continuous Integration, CI-CD (Jenkins), Review-ninja, JIRA, Scrum, DevOps, MATLAB, Jmeter

Communication: Frequent GTM & pre-sales enablement workshops, collaborate with engineering, presales, sales, consulting, executives, customers, partners