

# Harini Gunabalan

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## Professional Experience

### SAP

Walldorf, Germany

#### Product Manager, SAP Cloud Platform

September 2017 – Present

- T-shaped profile focussing 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 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)
- Chosen as an SAP Catalyst for 2019 (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 scaling, 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 CONSULTING

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](https://www.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: 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 3<sup>rd</sup> 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

<b>Product:</b>	Strategy & roadmap, prioritizing features, commercialization, market fit, functionality & usability testing
<b>Languages:</b>	Java, Shell (Bash), JavaScript, Android, SQL, Node.js, jQuery, ABAP, HTML5, CSS3, SAP UI5, REST APIs, Bootstrap
<b>Platform/DB:</b>	Cloud Foundry, SAP Cloud Platform, Elastic Search, SAP HANA, MS SQL, MySQL, Hibernate
<b>OS/IDE:</b>	Unix, Windows, IntelliJ IDEA, Eclipse, SAP Web IDE, Brackets, Sublime Text, Eclipse Plugin Development, LaTeX
<b>Others:</b>	Git, SVN, GitHub, Continuous Integration, CI-CD (Jenkins), Review-ninja, JIRA, Scrum, DevOps, MATLAB, Jmeter
<b>Communication:</b>	Frequent GTM & pre-sales enablement workshops, collaborate with engineering, presales, sales, consulting, executives, customers, partners