

# Abhinav Gambhir

## Solutions Specialist - Apps & Infra - Microsoft

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### OBJECTIVE

To groom myself into a seasoned professional utilizing my strengths like Analytical Skills, Problem Solving Skills, and Interpersonal skills thereby contributing to the organization and my personal success.

### EXPERIENCE

#### Microsoft

November 2022 - Present

#### Red Hat, Inc (An IBM company)

August 2021 - October 2022

#### Hewlett Packard Experience

October 2015 - July 2021

### JOB SUMMARY

#### Solution Specialist - Apps & Infra

November 2022 - Present

##### Microsoft

- Working as a Solution Specialist for application and Infra modernization requirements for workloads across enterprise, commercial customers.
- Designed solutions for customers on the public cloud for the azure environment.
- Identify the prospects in the azure migration and modernization program for the customers.
- Executing and ensuring technical feasibility and creating solution architecture to address the business requirements.
- Documenting the azure solution design document and the process for the organization's internal use.
- Delivering hands on technical demo and POC to the customers on cloud services.
- Assist customer with the solution architecture and suggestions to use the right services for their workloads.
- Architected and implemented public cloud solutions in a distributed environment.
- Worked in creating solution estimates and effort calculation for the data center migration to azure cloud.

#### Solutions Architect

August 2021 - October 2022

##### Red Hat

- Winner - Partner Champion of the Quarter (Q1, 2022) for Microsoft Azure Openshift solutions.
- Cloud focused solutions architect working on joined engineering solutions with Microsoft azure and AWS.
- Partner architect responsible for collaborating with AWS and Microsoft Azure.
- Expert in hyperscalers engineering collaboration offering with Red Hat like ARO (Azure Redhat openshift) and ROSA (Redhat openshift on AWS).
- Design and architect solutions and help our customers with Red Hat containerised and application workloads such as OpenShift, RHEL, etc.
- Solving complex, technical challenges so customers can focus on their business and application logic.
- Develop strategic relationships with customers to become a trusted advisor for Red Hat's offerings and solutions on hybrid cloud and on public cloud.
- Experienced architect working in datacenter investment strategies and proposals.

### SKILLS

- Microsoft Azure and AWS domain knowledge
- Nutanix, VMware solutions
- Containers and Kubernetes
- Openshift on AWS/Azure/GCP
- RHEL on AWS/GCP/Azure
- RedHat Linux, Openshift, Openstack, Ansible automation, middleware
- presales demo and POCs
- vSphere, vCenter, ESXi, vSAN
- Infrastructure modernization
- Application modernization
- GCP AWS Azure knowledge
- HPE Ezmeral data fabric and container platform
- Strong compute and storage understanding.
- Presales post-sales Activities
- Business continuity and Disaster recovery knowledge
- Strong verbal & written communication skills
- Highly motivated, organized & creative.

### IEEE

#### IEEE Worldwide Initiatives

- Got selected to become the Program Lead of the IEEE Blockchain Initiatives.
- IEEE Launched this initiative in January 2018 and dozens of activities are underway. They include standards development and learning courses, publications, etc.
- Invited to be a Distinguished Speaker & a Panelist at an IEEE Global Conference to be held in Sri Lanka from 20,21,22 December 2019.

#### India Council

- Got selected for IEEE Webmaster for the India Council Region 10 the Asia Pacific. 3 selections across Asia and the Pacific.

#### Section

- Selected to become Webmaster of the IEEE Delhi Section. Organized many events and industry visits for junior members.

- Respond to customer and partner queries, including requests for proposal (RFPs) and requests for information (RFIs)
- Designed deployment methodologies and technologies using CI/CD and Ansible automation.
- Experience with Windows, Linux system administration, and/or Enterprise applications.
- Experienced working as a presales engineer and solution architect supporting partners and enterprises.
- Experienced with solutions design or implementation from large UNIX to Linux, HPC, complex application systems, cloud, multi-datacenter, and modernizing application environments.

## Solutions Architect

October 2015 - August 2021

### Hewlett Packard Enterprise

- Design solutions for customer's business requirements and infrastructure modernization and a bridge between sales and engineering teams.
- Working with customers to understand and implement their containers, Kubernetes, and data journeys utilizing AI/ML ops.
- Designed solutions for customers on cost optimization, data warehouse, and hybrid solutions for customers in growth patches, manufacturing global customers.
- Experience selling Enterprise Hardware and Software, Cloud Platforms, IaaS, PaaS, or Virtual Infrastructure software, ERP, CRM Implementation like Salesforce Oracle EBS, Freshworks, SAP Hana, etc.
- Experience with Windows, Linux system administration, and/or Enterprise applications.
- Understanding the relevant infrastructure, application, and operations implications of the designed/developed solution and work on Docker Kubernetes AI ML solutions also.
- Help architect solutions that enable our customers to achieve best-in-class performance, reliability while adhering to industry-standard architectural principles keeping cost optimization in mind.

## EDUCATION

### Bachelor of Engineering.

2011 - 2015

### Information Technology

Maharshi Dayanand University

- Formed Section Network: Section Student Network and held position of President of the initiative.

### Student Branch

- Organized ICROIT paper presentation conference at Manav Rachna campus.
- Became the President of the branch after 2 years of volunteering.
- Increased membership strength.
- Attended Region 10 SGW 2013 held at Hyderabad with Delegations like IEEE President and other candidates from the world.

## RESEARCH

- Automation Across your Data Center to perform the procurement tasks at HPE Bangalore R&D Labs DC.
- Building an Infrastructure recommendation engine using reverse engineering, and open-source CNCF projects like Fluent D.
- Working on a project with R&D Labs to implement RedHat OpenStack implementation of the hardware on the distributed ledger technology.

## CERTIFICATIONS

- Pursuing Kubernetes training by KodeKloud (*Mumshad Mannambeth*)
- AWS cloud certified
- Cloud Identity by Coursera
- Cloud Fundamentals by Coursera
- HPE Solutions Architect Hybrid IT V2
- CompTIA Server plus
- Speaker at Salesforce user and developer conference held at San Francisco California USA'2016. "Topic: Getting started with Service & Sales cloud"
- Cisco Certified Network Associate
- Webmaster at IEEE India Council Computer Society
- Vice-Chairman at IEEE Asia Pacific
- Global Program Lead - IEEE Blockchain Initiative
- IEEE Outstanding volunteer award by IEEE Piscataway, New Jersey, USA