Joey Lorich

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KEY SKILLS

- Strong knowledge of IoT solutions architecture, IoT securitiy, IIoT, and edge device development
- Deep expertise in developing scalable, reliable, secure, cloud-native services on Azure.
- Experienced in developing customer sales strategies, impactful metrics, and enabling others.
- Adept at starting and nurturing new business relationships and coordinating across multiple teams.

EXPERIENCE

Senior Azure IoT Global Black Belt at Microsoft   December 2020 - Present

- Worked closely with strategic Microsoft customers to bring well-architected best practices to their solutions. Assisted in development of PoCs and Pilots and worked to unblock customer issues.
- Drove acquisition of numerous net-new IoT customers, helping rapidly bring new products to Azure.
- Led joint strategy with several IIoT partners developing well-architected platforms.
- Helped enable scale by bringing IoT documentation and training to the broader Microsoft sales field.
- Worked with product, finance, and marketing teams to analyze large-scale customer solutions and develop better metrics and strategies for customer focus.

Senior MTC Technical Architect - Azure App Development at Microsoft   April 2018 - December 2020

- Led architecture design sessions, workshops, educational briefings, and proofs of concept for numerous enterprise companies — helping drive their strategies for software design, DevOps, and cloud migrations.
- Helped Microsoft customers develop cloud-native applications. Guided architecture and development of complex solutions leveraging microservices, containers, serverless platforms, API gateways and more.
- Leveraged relationships built across multiple organizations to help instill confidence in Microsoft's products and services, leading to strategic, significant, and valuable product adoptions and platform migrations.
- Worked closely with product teams to facilitate new technology adoption and capture customer feedback.

Lead Software Engineer at UniKey Technologies   May 2015 - December 2017

- Managed a team of developers leveraging Azure cloud-native services in building a platform for residential and commercial IoT access control products powering over 1mm devices. Provided technical expertise in architecture, performance, and scalability.
- Developed software to serve 100,000+ persistent WebSocket connections. Implemented asynchronous message processing using Azure Service Bus to achieve scalability in handling millions of messages per day.
- Led development of a public RESTful API empowering partners to develop their own applications on the UniKey platform as well as enabling integrations with Amazon Alexa, SmartThings, Nest, and more

Lead Engineer at Cloudspace   September 2012 - May 2015

- Led teams of engineers in developing Ruby on Rails, iOS, and Android applications. Developed architecture plans for new projects and assisted in their implementation. Facilitated team member learning.
- Implemented company-wide CI/CD and quality standards leading to significantly increased productivity.

Software Development Contractor   December 2009 - September 2012

UCF/Lockheed Martin CWEP   July 2008 - November 2009

EDUCATION AND ACHIEVEMENTS

Microsoft: Certified Azure Solutions Architect Expert, Certified IoT Developer
University of Central Florida: B.S. Double Major - Computer Science; Information Technology   2010