

# Ravi Sudhakar Kambhampati

Sales & Technology Strategist (Large Global System Integrator)

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## Summary

As a Sales and Technology Strategist, my role is to identify, pursue & develop opportunities and orchestrate engagements for my customer. I have 16+ years worth of experiences covering different roles in Sales, Business development, Services, Consulting, Development, People Management and Product Support field.

I had opportunity to work with industries such as Transportation, Banking, Insurance, Public Sector, Manufacturing and currently in IT/ITES.

I have efficiently enabled & fostered business partnerships with the C-Level Executives of large Global Solution Integrator, ISV's and OEMs and delivered excellent results for clients in 'Sell-To', 'Sell-Through' and 'Sell-With' relationships.

Am a good communicator and have great business acumen with talent for articulating key messages and building relationships with C-Level Executives and improve customer & partner satisfaction. I have deep understanding of SMAC Technologies and personal affinity towards Analytics & Cloud Computing (PaaS, IaaS, SaaS).

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Current Position: Director

Industries Practices – IT (Current) Banking & Financial Services, ITES, Insurance, Trading, Shipping, Services  
Service Practices – Sales (Current), PreSales, Consulting, Service Delivery, General Management, Product Development.

Geographies- India, United Kingdom, United States

Top Skills: Consultative Sales & Strategy  
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## Experience

### **Sr. Sales and Technology Strategist (Large GSI) at Microsoft**

January 2016 - Present (1 year 3 months)

- 1) Conduct an annual business of \$25 Million ('Sell-To'), pursued large deals and transactions (over \$2 M each). Built vision, Cloud Strategy, IT roadmap and overall technology strategy for C Level executives and senior Leadership Team for one of the Largest GSI in India.

2) Awarded India Cloud Champion award in 2014. Awarded Exhibition of Excellence Award World-Wide in Feb 2015. Awarded with High Potential (Hi-Po) Employee (Top 5%) in Aug 2015 & Aug 2016 along with WW Technical Seller award.

3) Help customers to adopt Microsoft Cloud (Office 365, Azure, PowerBI, EMS) end to end for all services across IaaS, PaaS & SaaS.

Key Skills : Pre-Sales, Sales, Consultative selling, Business Management, Account and Relationship Management; Generating Demand, Business Development, Improve adoption and consumption of Cloud Services and On-Premise solutions.

### **Sales and Technology Strategist (Large GSI at Microsoft**

**October 2014 - Present (2 years 6 months)**

1) Conduct an annual business of \$25 Million ('Sell -To'), pursued large deals and transactions (over \$2 M each). Built vision, Cloud Strategy, IT roadmap and overall technology strategy for C Level executives and senior Leadership Team for one of the Largest GSI in India.

2) Awarded India Cloud Champion award in 2014. Awarded Exhibition of Excellence Award World-Wide in Feb 2015. Awarded with High Potential (Hi-Po) Employee (Top 5%) in Aug 2015

3) Help customers to adopt Microsoft Cloud (Office 365, Azure, PowerBI, EMS) end to end for all services across IaaS, PaaS & SaaS.

Key Skills : Pre-Sales, Sales, Consultative selling, Business Management, Account and Relationship Management; Generating Demand, Business Development, Improve adoption and consumption of Cloud Services and On-Premise solutions.

### **Sr. Business Development Manager- Banking/FSI at Microsoft**

**January 2013 - October 2014 (1 year 10 months)**

(1) Build vision and Strategy for C Level executives and senior management in Large Banking & Financial Enterprises. Conducted an annual revenue of \$8 Million among 6 Banks.

(2) Managed trusted advisor relationships with CxOs, GM's, and Sr. VP's, Business & Technology decision makers. Awarded Microsoft Circle of Excellence 2014 award in June 2014

(3) Help customers to adopt Microsoft Solutions & Cloud end to end for all services

Key Skills : Pre-Sales, Sales, Consultative selling, Business Management, Account and Relationship Management; Generating Demand, Business Development, Improve adoption and consumption of Cloud Services and On-Premise solutions, Helping customers to develop newer solutions

### **Business Development Manager- Banking/FSI at Microsoft**

**February 2012 - January 2013 (1 year)**

(1) Build vision and Strategy for C Level executives and senior management in Large Banking & Financial Enterprises. Conducted an annual revenue of \$8 Million among 6 Banks.

- (2) Managed trusted advisor relationships with CxOs, GM's, and Sr. VP's, Business & Technology decision makers. Awarded Microsoft Circle of Excellence 2014 award in June 2014
- (3) Help customers to adopt Microsoft Solutions & Cloud end to end for all services.

Key Skills : Pre-Sales, Sales, Consultative selling, Business Management, Account and Relationship Management; Generating Demand, Business Development, Improve adoption and consumption of Cloud Services and On-Premise solutions, Helping customers to develop newer solutions

### **Senior Services Account Manager (Large GSI) at Microsoft**

October 2008 - February 2012 (3 years 5 months)

- (1) # Cultivated trusted advisor relationship with CIO and Sr. VPs and delivered Operational excellence. Won a Best Individual Partner award India's largest GSI in March 2011. Awarded Microsoft Circle of Excellence award in Year 2011, Great People-Great Performance, Gold Star.
- (2) # Grew Services contracts by over 300% and recognized as Best Services Team for our contribution to their sales, India in FY11

Key Skills : Service Delivery Management, Large account Management, Consulting, Lead a team to deploy and help customers adopt Microsoft software

### **Senior Consultant at Microsoft**

September 2007 - September 2008 (1 year 1 month)

- (1) Technology consulting and delivered superb results. Recognized with Services Innovation award in 2008.
- (2) Architected the largest online trading portal in India for a large FSI - Awarded by the customer as the "Best vendor" award for services delivered in 2007-08

Core Technology: Databases and Business Intelligence

Customers: ITES, Insurance, Financial Services, Manufacturing

### **Escalation Engineer at Microsoft**

January 2005 - September 2007 (2 years 9 months)

Attained Performance Excellence award for the year 2004, 2005, Gold Star 2004, Database Bull Dog Award 2005 and Customer & Partner Hero Award in 2007

Core Technology and Skills: SQL Server, Databases, C++, Win32 Debugging, Performance Tuning, Query Analysis

### **Technical Lead at Microsoft**

September 2004 - January 2005 (5 months)

### **SQL Server Developer Support Engineer at Microsoft**

January 2004 - August 2004 (8 months)

## **Product Release Manager at Tata Consultancy Services**

March 2003 - January 2004 (11 months)

Technology Consulting, Release Management, Performance Engineering

Consultant from SQL\* International to Maruti Udyog Ltd between 2000 to 2001

Core Technology and Skills: Oracle Databases, IBM AIX, C++, Shell Programming, Perl, Java, C++, Win32  
Debugging, Performance Tuning, Query Analysis

## **Testing Lead and Release Manager at Tata Consultancy Services**

July 2002 - March 2003 (9 months)

## **Member of Technical Staff at Tata Consultancy Services**

June 2000 - June 2001 (1 year 1 month)

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### Languages

<b>English</b>	(Full professional proficiency)
<b>Hindi</b>	(Full professional proficiency)
<b>Telugu</b>	(Native or bilingual proficiency)

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### Skills & Expertise

**IT Strategy**  
**Pre-sales**  
**Management**  
**Cloud Computing**  
**Business Development**  
**Management Consulting**  
**Consulting**  
**Solution Architecture**  
**Enterprise Architecture**  
**Service Delivery**  
**Enterprise Software**  
**SDLC**  
**Leadership**  
**Sales**  
**Software Consulting**  
**Consultative Selling**  
**Team Management**  
**Strategy**  
**Process Excellence**  
**Software Project Management**  
**New Business Development**

**Vendor Management**  
**Sales Management**  
**IaaS**  
**PaaS**  
**SaaS**  
**Azure**  
**Databases**  
**Presentation Skills**  
**Persuasive Presentations**  
**Office 365**  
**Software as a Service (SaaS)**  
**Business Strategy**  
**Software Development Life Cycle (SDLC)**  
**Go-to-market Strategy**  
**Team Leadership**  
**Account Management**  
**Microsoft Products**  
**Partner Management**  
**Strategic Partnerships**  
**Business Alliances**  
**Business Intelligence**  
**Project Management**  
**Customer Relationship Management (CRM)**  
**Program Management**  
**Microsoft SQL Server**  
**Business Analysis**  
**Integration**  
**ITIL**  
**IT Service Management**

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## Education

### **Indian Institute of Management, Bangalore**

Executive General Management Program, Business Administration and Management, General, 2014 - 2015

### **Amravati University**

B.E, Computer Science & Engineering, 1996 - 2000

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## Interests

Photography, Travelling, Reading non-fiction, Cooking

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## Honors and Awards

### **WW Tech Seller of the year**

Microsoft Corporation

June 2016

### **Exhibition of Excellence Award World-Wide (2015)**

Microsoft Corporation

January 2015

**Microsoft Circle of Excellence 2014**

Microsoft Corporation

June 2014

**India Cloud Champion**

Microsoft India Pvt. Ltd.

September 2014

**Microsoft Circle of Excellence 2011**

Microsoft Corporation

June 2011

**Infosys - Best Individual Partner Award**

Infosys Technologies

March 2011

**Great People-Great Performance**

Microsoft Corporation

September 2010

**Services Innovation award**

Microsoft India Pvt. Ltd.

September 2008

**Performance Excellence Award 2005**

Microsoft Corporation

September 2005

**Performance Excellence Award 2004**

Microsoft Corporation

September 2004

**Customer & Partner Hero Award**

Microsoft Corporation

September 2006

**Gold Star Awards 2010,2006, 2005**

Microsoft

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**Certifications**

**INSEAD Online Business Strategy and Financial Acumen - Distinction**

INSEAD Executive Education      January 2017

**ContractsX 2016 from Harvard Law School (edX)**

edX

**Selling to the C-Suite**

Wharton Executive Education      January 2016

**CEB Challenger Sales**

## Courses

### **Sales and Technology Strategist (Large GSI**

Microsoft

Selling to the C-Suite

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## 19 people have recommended Ravi Sudhakar

"I had the privilege to work alongside Ravi and observe him from close quarters. He is a thorough professional and a great asset to any company or group that he works for. His in depth knowledge on diverse technology areas is commendable. Moreover he possesses excellent presentation skills coupled with great articulation skills. His collaborative approach makes him a great team player. His willingness and openness to look at a problem from the other person's lens wins him instant trust and camaraderie paving way for long association and friendship. He doesn't rest on past laurels and is constantly aspiring to learn new competencies, specializations to make him an even skilled professional as well as even more rounded individual. I wish him continued success! "

— **Kishore Govindraj**, *Major Account Manager, Microsoft Corporation India Pvt Ltd*, worked directly with Ravi Sudhakar at Microsoft

"Ravi is a thorough professional and has the ability to manage diverse stake holders with ease . I admire his skill of leading from the front and playing some risky shots without getting bold . Well his well-rounded knowledge on MS technologies and articulation skills are immaculate He is a great asset to MS account team and wish him all the very best . "

— **Ankur Jalpota**, *Practice Head ( Strategy and Transformation office )*, *Wipro*, was with another company when working with Ravi Sudhakar at Microsoft

"It has been delightful experience in working with Ravi. His passion for work, commitment to his customers and helpfulness for his colleagues set him apart. He always has a unconventional approach to solve a business problem in more simplistic way. His presentation skills and convincing skills are remarkable. I admire his artistic way to provide an real life example for any situation not only helps people to relate but also lightens up the heated discussion. It has been privilege to work with him very closely over two years now, I learnt a lot from him and keep learning from him. "

— **Sourajyoti Mandal**, *Senior Technical Account Manager, Microsoft*, worked with Ravi Sudhakar at Microsoft

" Ravi is a thorough professional and has the ability to manage diverse stake holders with ease . I admire his skill of leading from the front and playing some risky shots without getting bowled . His well-rounded



knowledge on MS technologies and articulation skills are immaculate He is a great asset to MS account team and wish him all the very best . "

— **Ankur Jalpota**, was with another company when working with Ravi Sudhakar at Microsoft

"Ravi is one of the most cheerful, intelligent, result oriented and resourceful person. He always come out with clear and details solution to any client problems. He has been instrumental in establishing private cloud in my organization, which was one of the most successful and timely executed project. He is master of presentation, makes any difficult concept easy to understand even by non tech persons. His suggestion are value for money. All the best Ravi "

— **Lalit Kumar**, *Senior Manager - System Administration, Vijaya Bank*, was Ravi Sudhakar's client

"Working with Ravi has always been an absolute delight. Clarity in thought process and end objective is something I really admire in him. While being an excellent team mate in some of the most challenging situations, he has been equally good as a mentor. His inputs, technical as well as non-technical always provided a different perspective to problem at hand and proposed solutions. It has been close to 5 years knowing him and I always look forward to any opportunity to engage with him on any professional endeavour. I would recommend him as one of the best catch for any prospective employer :)"

— **Punit Shah**, worked with Ravi Sudhakar at Microsoft

"Ravi and i have worked together in the BFSI space for nearly 2 years when he was Managing those BFSI accounts. He goes deep into Enterprise Architecture at customer accounts, and becomes their trusted advisor. Impact of his engagement is seen in the long term trust that the client placed with Microsoft, and also the kind of repeat business that is generated. He also ensures successful technology adoption at customer place by tracking implementation closures and ensuring end user buy in."

— **Udaya Shankar**, worked directly with Ravi Sudhakar at Microsoft

"It's always pleasure working with Ravi. His passion for work, commitment to his customers and helpfulness for his colleagues set him apart from many other professionals. He's always eager to solve the business problems, even if it requires getting him learn completely new area. His appetite for learning and dedication to expand the impact of his contributions in unmatched. I learned a lot from him. I'm sure whether one works with him as customer or partner or colleague, he or she would have a lot to gain from him. "

— **Sanjay Narang**, *Senior Consultant, Microsoft*, worked directly with Ravi Sudhakar at Microsoft

"It's been close to 8 years, I have been working with Ravi on and off and I enjoyed each and every moment while working with him. He has deep passion towards everything he does and very talented, technically competent and ambitious person. His humility and willingness to take the responsibility and helping others keeps him top all the time. His decisions are always evaluated in the context of current as well as future

circumstances and based on a wider framework. The kind of impact he leaves on the customer or anyone else is amazing and remarkable. I wish Ravi all the best for rest of his career and will always look for working with him."

— **Shailendra Chauhan**, worked with Ravi Sudhakar at Microsoft

"Ravi represents a next wave of true multi-dimensional business leaders. His ability to blend deep technical knowledge with keen business sense impacts his team and customers alike. Other important forte of his are strategizing and putting well thought plans for customers and is considered as "go to" person in team to solve any issues related to customers, interpersonal or technical matters. His competitiveness, planning , executing capabilities ensure that he is success in any role he takes and I have seen for last 6 years that he is best in whatever role he assumes. To top it all, his humbleness and approachability make him a super team player and I am glad I worked and learned a lot from him and keep learning from him."

— **Guru Charan B**, worked with Ravi Sudhakar at Microsoft

"Ravi is an excellent Service Delivery manager, with a clear insight on the business priorities. He has a very good foresight and always ahead of the curve. He is very much result oriented and gives freedom to his delivery resources."

— **Rajesh KR**, worked with Ravi Sudhakar at Microsoft

"Ravi has been working with me past 3 years. He is a very mature and handles challenges very well. He is great at handling stakeholders at levels. On a personal a nice person to work with and a great team player."

— **Kumaran Anandan**, worked with Ravi Sudhakar at Microsoft

"Interacting with Ravi for close to 3 years. He has excellent technical skills and has great orientation to customer service. He has excellent SQL Server skills. He goes beyond the call of duty to help customers. I have numerous examples site. Both of us worked closely on many high profile customer escalations problems. Many a times he has spent his valuable personal time over the weekends and during his holidays to make sure our customers got the best support possible. When handling escalations he was always just a phone call away for us. I have worked with Ravi in many high pressure situations but never seen him flustered. He always looks for solutions instead of getting sucked into dynamics in customers escalations. He is proactive with his communication and helps us with lot of technical matters. Ravi's customer handling skills coupled with great technical skills makes him an invaluable partner for our work. I am absolutely delighted with his cheerful personality and great result orientation skills."

— **Naveen Kumar**, was Ravi Sudhakar's client

"I know Ravi SK since he joined Microsoft 6 years back in 2005-06. Ravi is a very good team player and technicall strong. His analtics and debugging skills are exceptional. I have personally seen him taking

big challenges managing projects, teams and then difficult of difficult customer. Over all he is fantastic technically strong person, with great team spirit and customer ethics. I would love working with him anytime."

— **Arvind Rao**, worked directly with Ravi Sudhakar at Microsoft

"Ravi is a dedicated person with commitments and ready to take challenging jobs. Has good thinking and able to apply his thoughts in to execution which has helped the customers with whom we both worked. Applying his technology / architectural skills addressing the industry challenge was great, leading to an offering by the partner organization. One of the Guru/Insider on Microsoft SQL Server."

— **Hemant Das**, worked with Ravi Sudhakar at Microsoft

"Ravi is an excellent colleague and collaborator, and I am privileged to have an opportunity to work alongside him. Ravi's ability to take a dispassionate and holistic view about technology made him a superb thinker and an excellent person to bounce ideas off. He is truly a Consultant who can understand and empathize with the customer! Ravi understands business needs either classical or modern type and can turn it around via multi disciplinary approaches. He is exceptionally detail oriented which explains his excellent customer sat nos."

— **Pramod Vasanth**, worked directly with Ravi Sudhakar at Microsoft

"I managed the SQL Enterprise Product support group in Microsoft. Ravi was a Technical Lead when I started with the group and later he became part of the Escalation team. Ravi's capabilities in the technology space and his acument for troubleshooting is outstanding. He also is a person who was willing to learn and share. He will be a great asset to any organization that he works for."

— **Srikanthan Kumarasamy, PCC**, worked directly with Ravi Sudhakar at Microsoft

"Ravi is able to masterfully take on and handle some of the most challenging technical and political issues. He really understands the true business needs and business problems that have to be solved in order to make others successful. He is definitely an asset to any team or organization."

— **Steve Pogge**, managed Ravi Sudhakar at Microsoft

"Ravi was considered an expert in SQL Server and his extent of knowledge is as deep as looking at the source code to troubleshoot and resolve highly complex issues. His ability to effectively handle customers has been highly recognized and he is an expert in any customer facing situations. Great in getting the results, good collaboration & providing expertise are some of Ravi's traits that makes him successful."

— **Chandrasekar Gopalan**, was Ravi Sudhakar's client

[Contact Ravi Sudhakar on LinkedIn](#)