

# Vetrivel Ramalingam

United States | [vetri.ramalingam@outlook.com](mailto:vetri.ramalingam@outlook.com) | (520)-428-5232 | [LinkedIn](#)

## SUMMARY

Customer-focused Solutions Engineer with over 5 years of experience in pre-sales, cloud architecture, and API-driven integrations. Proven ability to translate business requirements into scalable technical solutions, drive adoption, and deliver compelling technical narratives. Cloud-certified professional with a strong track record in solution prototyping, process automation, and enterprise digital transformation.

## PROFESSIONAL EXPERIENCE

### Staff Cloud Solutions Engineer | Oracle Corporation

Mar 2021 – Nov 2022

- Led **customer discovery sessions**, aligning cloud solutions with business and **technical requirements**
- Partnered with sales teams** to deliver compelling technical presentations, POCs, and product demos to enterprise clients
- Spearheaded **requirements gathering** and **solution prototyping** for New Hire Process in Healthcare, reducing process time by **85%** through strategic process improvements
- Designed, developed and launched a requirements-driven application discovery platform, **reducing** user customization time by **70%**
- Facilitated collaborative learning by conducting **100+ technical knowledge-sharing**, end-user training sessions post POC completion, ensuring **seamless adoption**
- Coordinated closely with key stakeholders to design, develop, and deliver digital solutions for enterprise clients as part of multi-million-dollar deals, aligning technology with business strategy

### Associate Solutions Engineer | Oracle Corporation

Jun 2018 – Feb 2021

- Developed prototypes using multiple Cloud Platform technologies, pivotal in **onboarding** new customers to Cloud services
- Aligned customer's solution architecture with future requirements through **cross-functional** collaboration with product management & sales teams, ensuring long-term **strategic fit**
- Enhanced user's presentation skills, with posture detection & grammar check functionality, through an **innovative** Cloud-native Application that secured **1st place** at MadHacks Hackathon in 2019

## ACADEMIC EXPERIENCE

### Cloud Research Analyst | Z- Collective

May 2024 – Present

- Conducting in-depth research on **MLOps** practices, focusing on **MLflow** for streamlining machine learning lifecycle management
- Implementing MLflow to track experiments, package code into reproducible runs, and share and deploy models in diverse ML environments

### Graduate Teaching Assistant | Cloud Computing

Aug 2024 – Dec 2024

- Served as primary liaison between instructor and students, providing timely support and ensuring seamless communication to enhance learning experiences
- Led **technical labs** on **AWS**, **Azure**, and **GCP**, guiding students through real-world cloud projects

### Lead Business Consultant | Eller Business Consulting

Jan 2024 – May 2024

- Established a performance evaluation framework utilizing continuous **feedback loops** to drive operational efficiency
- Led a diverse team of 7 individuals, leveraging **design thinking & Six Sigma** for innovative problem-solving techniques
- Applied **root cause analysis** in comprehensive interviews to identify key insights, guiding strategic decision-making processes
- Utilized **Python** and **Pandas** to process 13 GB of data, conducting feature analysis to identify KPIs efficiently

## EDUCATION

Masters in Management Information System

University of Arizona

CGPA:3.7

Aug 2023 – Dec 2024

Bachelor of Technology

Amrita University

CGPA:3.2

Aug 2014 – May 2018

## SKILLS & TOOLS

**Cloud:** Oracle Cloud (Integration Cloud, Computing Services), AWS, Azure, GCP

**Solution Architecture:** SaaS, PaaS, IaaS, ITIL, ITSM, Terraform, CI/CD, DevOps, Microservices

**Customer Engagement:** Pre-sales support, Stakeholder Communication, Technical Presentations, POC, POV

**Technical Skills:** Cloud architecture, Integrations (REST APIs, JSON), Data analysis (Python, Pandas)

**Collaboration Tools:** Agile Software Development, Confluence, Jira, Figma, Lucidchart, Adobe XD, Tableau, Notion

**Languages & Databases:** Object Oriented Programming with C, C++, JavaScript, Python, R, Oracle

## ADDITIONAL INFORMATION

**Leadership:** Vice President - Amrita University Sports Team (2015-2016)

**Achievements:** Top 10% Scorer in the Inter Level Screening Test (2013), held by AMTI (Association of Mathematics Teachers of India)

**Interests:** Soccer (Manchester United Fan), Hiking, Samsung Photography