Vinit Sharma
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Curriculum Vitae

Personal Information

Year of Birth	1974
Nationality	British
LinkedIn	linkedin.com/in/vinit-sharma-346912b

Executive Summary

Long-time experienced IT professional and architect with in-depth knowledge of the IT sector, coupled with a master's in business administration. In possession of pronounced expertise regarding all areas of software architecture, cloud computing, and artificial intelligence. Offering profound experience in developing cloud, data, and analytics strategies, providing pre-sales support, as well as controlling the business process management. On a personal level, collaborating efficiently with different business units, such as R&D, sales, and professional services. Published author ISBN: 9781119477334.

Professional Experience

11/2024 – Present **Senior Technical Architect | SAS Cloud, Data and Artificial Intelligence**

SAS Software – Europe, Great Britain

- Technical architect and innovation for SAS Hosted Managed Cloud
- Product Manager for Cloud service
- Azure, AWS, GCP cloud platforms and strategic partnerships
- SAS Viya data and AI platform
- SAS Visual Analytics
- Data, AI, GenAI, ML, Business Intelligence
- Data modernization, digital transformation, operational excellence
- Pre-sales and post-sales support
- Authoring journal articles, white papers, methodologies, best practices
- Speaker at international conferences
- Customer enablement

11/2024 – 05/2024 **Senior Partner Engineer | Data, Cloud, and Artificial Intelligence**

Snowflake – Europe, Great Britain

- Strategic Partnership program with Microsoft, Azure Cloud
- Data, AI, GenAI, ML, Business Intelligence
- Data modernization, digital transformation, operational excellence
- Go-to Market strategy
- Partner and Field enablement
- Customer enablement
- Customer events and Webinars
- EMEA region responsibility and focus
- Data Cloud Platform

01/2023 – 09/2023 **Senior Product Manager | Cloud, IoT, Data and Artificial Intelligence**

AspenTech – Europe, Great Britain

- Digital transformation for industries
- Sustainability and operational efficiencies
- Speaker at international conferences
- Solution design, customer advisory
- Azure Cloud, AWS Cloud
- Industrial Data and Analytics
- AIoT, IoT, Operational efficiencies
- Go-to-Market strategy, virtual account team design, HiPo account planning
- Feedback loops and collaboration with R&D, Product Mgmt., Marketing
- White papers, journal articles, webinars, speaker at international conferences
- Global enablement, knowledge management

07/2020– 01/2023 **Senior Principal Solution Consultant | Cloud, IoT, Data and Artificial Intelligence**

AspenTech – Europe, Great Britain

- Digital transformation for industries
- Industrial Data and Analytics, AIoT
- Speaker at international conferences
- IoT/IIoT – Industrial Internet of Things
- Azure Cloud, AWS Cloud
- Industrial AI, Artificial Intelligence, Machine Learning
- Developing cloud, data, and analytics strategies, strategic advisor
- Authoring journal articles, whitepapers, speaking at conferences
- Production Optimization for industries
- Asset Performance Management
- Value Chain Optimization for Energy
- Business Intelligence
- Digital Twin
- Collaborating with customers, partners, R&D, and the product group
- Pre-sales support, RFI/RFC
- Optimizing the supply chain
- Knowledge management – design, diffusion, field enablement
- Growth Initiatives, Global, MENA, and EURA responsibility

08/2017 – 03/2020 **Senior Cloud Solutions Architect | Data and Artificial Intelligence**

Microsoft Azure – Cloud Customer Success Unit, Great Britain

- Developing cloud, data, and analytics strategies, strategic advisor
- Driving digital transformation
- Assessing, designing, and developing roadmaps for transformation
- Speaker at international conferences
- Authoring journal articles, whitepapers, and a global monthly newsletter

- Advanced analytics
- Power BI Business Intelligence roll-out strategy and methodology
- Collaborating with customers, partners, R&D, and the product group
- Pre-sales support, RFI/RFC
- Post-sales support – customer success, expanding use cases, new use cases
- Optimizing the supply chain

11/2012 – 07/2017 **Principal Technical Architect | Advanced Analytics Solutions**

SAS Institute Inc. – Global Enablement Division, Great Britain

- Global responsibility working with R&D, PG, sales, and Professional Services
- Specializing in demand-driven forecasting and demand planning (SCM)
- Speaker and instructor at international conferences
- Release cycle management (EA, LA, GA – field enablement, best practices)
- Benchmarking and implementation architecture blueprints
- Authoring white papers, methodologies, best practices, implementation
- Globally enabling sales, consultants, partners, and customers
- Consolidating product features and conducting feedback loops
- Knowledge management/field enablement, bootcamps, workshops, webinars

05/2006 – 11/2012 **Senior Systems Engineer | Cloud and Virtual Infrastructure**

VMware – Consulting Services Division, Great Britain

- Architecture design, review, implementation, of virtual infrastructure
- Advisory services, strategic assessment, business case, TCO and ROI, roadmap
- Global Subject Matter Expert for the financial and capacity management
- Subject Matter Expert for the datacentre migration and virtualization
- Business process management as well as the entire knowledge management

05/1999 – 04/2006 **Senior Systems Engineer | SAS Financial Intelligence**

SAS Institute – Technical Centre, Germany

- EMEA subject matter expert
- Deployment, scaling, performance optimization
- Global enablement, best practices
- Knowledge Management – design, diffusion
- Speaker at conferences, instructor at bootcamps
- Whitepapers, technical guides, technical protocols

Education

2012	**MBA in Business Administration | The Open University, G.B.**
2012	**Post-Graduate Professional Diploma in Management | The Open University, G.B.**
1994 – 1998	**2 Degrees in European Business Administration | IPBS**
1994 – 1998	**BA (Hons) in Business Administration & Management | Middlesex University, G.B.**
1994 – 1998	**Diplom-Betriebswird (FH) in Business Administration | ESB Reutlingen, DE**

Industry Certifications (Held or Holding)

Microsoft Azure	Microsoft Certified Azure Solutions Architect Expert
Snowflake	SnowPro Core Certified
AWS	AWS Certified Solutions Architect Associate
Microsoft Azure	Microsoft Certified Azure Data Analyst Associate
Microsoft Azure	Microsoft Certified Azure Data Scientist Associate
Microsoft Azure	Microsoft Certified Azure AI Engineer Associate
Microsoft Azure	Microsoft Certified Azure Date Engineer Associate
MCSA: BI	Microsoft Certified Solutions Associate – BI Reporting
VCP	VMware Certified Professional – version 5, 4, and 3
CABC (ITFMA)	Chargeback and Activity-Based Cost Management Certification (IT Financial Management Association)
ITIL Foundation	Information Technology Infrastructure Library
MCTS	Microsoft Certified Technical Specialist
MCDBA	Microsoft Certified Database Administrator
MCDST	Microsoft Certified Desktop Support Technician
MCSE	Microsoft Certified System Engineer
MCP+I	Microsoft Certified Professional + Internet Specialist
OCP	Oracle Certified Professional Developer
BEA WebLogic	WebLogic Server Administrator

Additional Skills and Qualifications

English	Native Speaker
German	Native Speaker
Hindi	Fluent

Published Author:

Published Author ISBN: 9781119477334 (The Cloud-Based Demand-Driven Supply Chain)

Journal Articles: Society of Petroleum Engineers Journal, Journal of Business Forecasting

SPE Journal: SPE-216802-MS (ADIPEC 2023)

Journal of Business Forecasting: 2020 (Vol 39, Issue 3), 2020 (Vol 38, Issue 4), 2018 (Vol 37, Issue 3)