

VINIT SHARMA

IT Professional

PROFILE

Over 20 years of experience across various sectors, countries, and organizations. Thought leadership, strategic and technical advice, helping organizations transform, adopt technology, and become more data-driven for informed decisions. Author of the book, ***The Cloud-Based Demand-Driven Supply Chain***.

CONTACT

| vinit@vinitsharma.com

| www.vinitsharma.com

| Vinit-Sharma-346912b4

Nationality: British
Year of Birth: 1974 Sex: Male

EDUCATION

Masters in Business Administration
Open University, G.B., 2012

Post Grad. Diploma in Management
Open University, G.B., 2012

2 Degrees
European Business Administration

BA Hons
Middlesex University, G.B., 1998

FH Diplom Betriebswirt
ESB Reutlingen, Germany, 1998

LANGUAGES

- English
- German
- Hindi

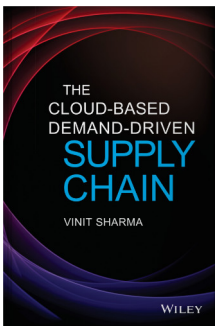
WORK EXPERIENCE

Senior Technical Architect

SAS Software (2024 - Current) - Data, AI, Analytics, Cloud

- Technical architect and innovation for SAS Cloud
- Product Manager for Cloud service
- Azure, AWS, GCP Clouds 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
- Author of white papers
- Collaboration with customers, partners, R&D, PG
- Speaker at international conferences

PUBLISHED AUTHOR



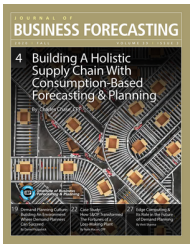
(Wiley or Amazon)

SPE Journal

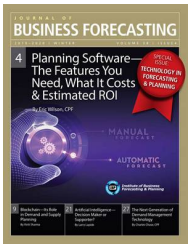


ADIPEC | 2023
SPE-216802-MS

Journal of Business Forecasting



2020
Vol 39, Issue 3,



2020
Vol 38, Issue 4,



2018
Vol 37, Issue 3,



VINIT SHARMA

IT Professional

CONTACT

| vinit@vinitsharma.com

| www.vinitsharma.com

| Vinit-Sharma-346912b4

Senior Partner Engineer

Snowflake (2023 - 05/2024) - Cloud, Data, AI, Analytics

- Strategic Partnership Program with Microsoft
- Microsoft Azure Cloud
- Data, AI, GenAI, ML, Analytics, Business Intelligence
- Go-to market strategy
- Customer Advisory role
- Partner and Field enablement
- Customer enablement
- Collaboration with customers, partners, R&D, PG
- Author of journal articles
- Speaker at international conferences
- Whitepapers, technical guides
- Pre-sales and Post-sales support
- Global enablement with R&D and Marketing
- Webinars, customer events

Senior Product Manager

AspenTech (2023 - 09/2023) - Cloud, AI, IoT, Analytics

- Digital Transformation for Industries
- Microsoft Azure Cloud and AWS Cloud
- Industrial Data, Connectivity, and Analytics
- Industrial Artificial Intelligence, Machine Learning
- Solution design with R&D and Product Management
- Customer Advisory role
- Production Optimization for Industries
- Value Chain Optimization
- Business Intelligence
- Digital Twin
- IoT, IIoT - Internet of Things, Industrial IoT
- Complex process manufacturing optimization
- Supply Chain Optimization
- Collaboration with customers, partners, R&D, PG
- Pre-sales and Post-sales support
- RFI/RFC for customers with virtual teams
- Proof of Concepts
- Growth Initiatives and Advisory role
- Global enablement with R&D and Marketing
- Digital Community Leader
- Author of journal articles
- Speaker at international conferences
- Whitepapers, technical guides



VINIT SHARMA

IT Professional

CONTACT

| vinit@vinitsharma.com

| www.vinitsharma.com

| Vinit-Sharma-346912b4

Senior Principal Solution Consultant

AspenTech (2020 - 2023) - Cloud, AI, IoT, Analytics

- Digital Transformation for Industries
- Microsoft Azure Cloud and AWS Cloud
- Industrial Data, Connectivity, and Analytics
- Industrial Artificial Intelligence, Machine Learning
- Enterprise Insights, Collaboration
- Asset Performance Management
- Production Optimization for Industries
- Value Chain Optimization
- Business Intelligence
- Digital Twin
- IoT, IIoT - Internet of Things, Industrial IoT
- Supply Chain Optimization
- Complex process manufacturing optimization
- Collaboration with customers, partners, R&D, Product Group
- Pre-sales support, Post-sales support
- RFI/RFC for customers with virtual teams
- Proof of Concepts
- Growth Initiatives and Advisory role
- Global enablement with R&D and Marketing
- Author of journal articles
- Speaker at international conferences
- Whitepapers, technical guides

Senior Cloud Solution Architect

Microsoft (2017 - 2020) - Azure Cloud

- Azure Cloud - Data and Artificial Intelligence
- Cloud strategy - assess, define, design, plan
- Data strategy - ingestion, data repositories, governance
- Analytics strategy - data repositories, analytics, business intelligence
- Strategic advisory role
- Business and Technical workshops
- Implementation and roll-out methodology
- Speaker at international conferences
- Collaboration with customers, partners, R&D, Product Management
- Author of journal articles
- Knowledge management - global newsletter



VINIT SHARMA

IT Professional

CONTACT

| vinit@vinitsharma.com

| www.vinitsharma.com

| Vinit-Sharma-346912b4

Senior Cloud Solution Architect (continued)

Microsoft (2017 - 2020) - Azure Cloud

- Pre-sales support
- RFI/RFC for customers with virtual teams
- Proof of Concepts
- Business intelligence - BI
- Advanced Analytics
- Data Center Migration - Cloud
- SQL Server, RDBMS, Big Data, Data repositories
- Power BI roll-out strategy and methodology, building analytics teams, culture, processes
- Digital Transformation
- Supply Chain Optimization
- Whitepapers, technical guides

Principal Technical Architect

SAS Institute (2012 - 2017) - Advanced Analytics Solutions

- Specializing in Demand-Driven Forecasting and Demand Planning (Supply Chain Management)
- Advanced analytics
- Global responsibility working with R&D, Sales, Professional Services
- Visual Analytics
- Architecture blueprints, solution design
- Release cycle management (EA, LA, GA - field enablement, partner enablement, best practices)
- Author of white papers, methodologies, best practices, implementation books and guides
- Pre-sales support, RFC/RFI, Benchmarking
- Global enablement of sales, consultants, partners, customers
- Knowledge management (design, diffusion, management)
- Global digital newsletter
- Customer case studies
- Product feature consolidation, feedback loops with product management and R&D
- Benchmarking
- Speaker at international conferences
- Instructor at bootcamps, workshops, workgroups, hackathons
- Demand-Driven Forecasting, Data analytics, ETL, data warehousing



VINIT SHARMA

IT Professional

CONTACT

| vinit@vinitsharma.com
| www.vinitsharma.com
| Vinit-Sharma-346912b4

Senior Systems Engineer

VMware (2006 - 2012) - Cloud and Virtual Infrastructure

- Technical architecture design, review, implementation, optimization for Virtual environment
- Advisory services (Strategic assessment, Business case, TCO and ROI, Roadmap)
- Global Subject Matter Expert for Financial Management in the Cloud
- Global Subject Matter Expert for Capacity Management in the Cloud
- Global Subject Matter Expert for Data center migration and virtualization
- Senior specialist for Business Process Management
- Pre-sales support, RFC/RFI
- Speaker at international conferences (e.g. ITFMA, VMWorld)
- Knowledge Management (design, diffusion, management - local and corporate involvement)

Senior Systems Engineer

SAS Institute (1999 - 2006) - Finance and Business Intelligence

- Specializing in SAS Financial Intelligence
- Technical architecture design, solution integration
- Release cycle management (EA, LA, GA)
- Global Subject Matter Expert and EMEA responsibilities
- Field enablement, best practices
- Design and implementation of EMEA Task Force for enterprise solution
- Design, implementation of Knowledge management center in EMEA
- Business Intelligence, Data analytics, ETL, data warehouse, data mining

Languages

- English
- German
- Hindi



VINIT SHARMA

IT Professional

CONTACT

| vinit@vinitsharma.com

| www.vinitsharma.com

| Vinit-Sharma-346912b4

Industry Certifications (held or holding)

Microsoft Azure	Microsoft Certified Azure Solutions Architect Expert
AWS	AWS Solutions Architect Associate
Snowflake	SnowPro Core Certified
Microsoft Azure	Microsoft Certified Data Analyst Associate
Microsoft Azure	Microsoft Certified Azure Data Scientist Associate
Microsoft Azure	Microsoft Certified Azure AI Engineer Associate
Microsoft Azure	Microsoft Certified Azure Data Engineer Associate
MCSA: BI	Microsoft Certified Solutions Associate - BI Reporting
VCP 5,4,3	VMware Certified Professional - version 5,4,3
CABC (ITFMA)	Chargeback and Activity Based Cost Management (ITFMA)
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 Systems Engineer
MCP + I	Microsoft Certified Professional + Internet Specialist
OCP	Oracle Certified Professional Developer
BEA WebLogic	WebLogic Server Administrator



VINIT SHARMA

IT Professional

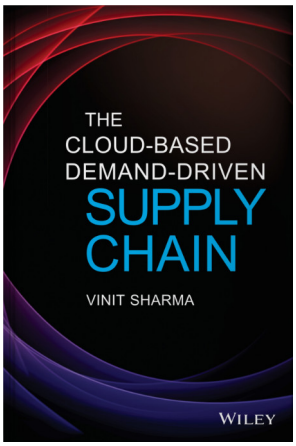
CONTACT

| vinit@vinitsharma.com

| www.vinitsharma.com

| Vinit-Sharma-346912b4

PUBLISHED AUTHOR



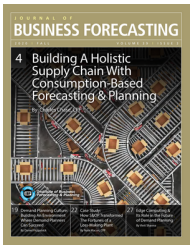
(Wiley or Amazon)

SPE Journal

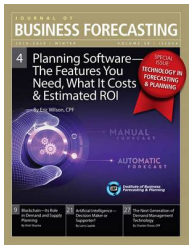


ADIPEC | 2023
SPE-216802-MS

Journal of Business Forecasting



2020
Vol 39, Issue 3,



2020
Vol 38, Issue 4,



2018
Vol 37, Issue 3,