

Ranjit “RJ” Singh
Chief Architect - Strategic Thought Leader - Author

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OBJECTIVE:

Strategic thought leader with experience in ideating, strategizing and executing 'results driven' action plans. Specialize in creating strategic solutions, IT transformation, Cloud adoption and architecting new solutions that solve real world enterprise business challenges. Experience in building and managing global teams. Specialist in solving and implementing technical sales driven processes and improve products to increase sales. Expert in collaborating and built/led local, remote and global teams that win. Relationship driven with the ability to establish deep relationships with C-level executives and key IT decision makers.

My Gallop top five strengths are – Positivity, Strategic, Ideation, Responsibility and Woo

TITLES:

VMware vExpert 2014, 2015, 2016, 2017



PUBLICATIONS:

Author - "Administering Google Cloud Platform" - *Expected July 2018*

Author - "Mastering VMware NSX" - *Expected December 2018*

Author - "Learning VMware NSX – Second Edition" - ISBN - 978-1788398985 - August 2017

Author - "Learning VMware NSX" - ISBN - 139781785886881 - March 2016

Reviewer - VMware CookBook - June 2015 - ISBN - 13978-1783553976

AWARDS:

Best performance award – Center of Excellence – Q3 2016

Global Sales and Solutions - Rackspace

Awarded the prestigious Best performance award with the MVP title for Q3 2016 for driving the highest number on sales for the quarter with over a million dollars in closing revenue.

Designed, built and implemented the Technical Sales council process – a framework to build ‘technical sales’ driven products. This framework has been adopted by Rackspace globally across all product lines.

Most Valuable Professional - Q4 2015

Technical Sales Organization - Rackspace

Awarded the prestigious MVP title for Q4 2015 for strategic thinking, self motivating, activating and analytical results driven execution. First ever candidate to be awarded MVP title in two quarters straight.

Most Valuable Professional - Q3 2015

Technical Sales Organization - Rackspace

Awarded the prestigious MVP title for Q3 2015 for strategic thinking, self-starter, activator attitude and analytical results driven execution.

EDUCATION:

Masters of Science (Information Technology/ Information Security - Assurance),
University of Texas at San Antonio
Bachelors of Engineering (Computer Science), CBI T, Hyderabad, India

Dec '07
May'05

WORK EXPERIENCE:

Principle Chief Architect – Senior Consultant - Dell Technologies – San Antonio, TX

July 2017 – Present

A critical role focused on providing technology leadership and technical expertise to Fortune 50 customers. Managing and driving technical architectures, teams and projects to success. Leading and managing a team of highly specialized architects. Specialize in IT transformation and evolution to the public/private cloud environments. Strategic thought leader, author and speaker at numerous conferences.

Cloud Solutions Architect - Center of Excellence - Rackspace Hosting – San Antonio, TX

March 2015 – July 2017

A highly technical and customer focused role aimed at architecting end to end public and private cloud solutions for enterprise customers. Deeply involved in customer end to end architecture and engagement.

Specialize in IT transformation and evolution to the cloud from legacy environments. Strategic thought leader and speaker at numerous conferences.

Subject matter expert in VMware and Azure technologies with extensive knowledge in,

1. Virtualization including container technologies.
2. Cloud technologies - VMware, Microsoft Azure, Amazon AWS, OpenStack with extensive expertise in VMware, Azure and software defined networking including vRealize suite and IT and business transformation strategy.

Strategic thought leader responsible for working closely with both Sales and product to influence roadmap and maintain vendor relationships. Built and led global “virtual” teams and as a leader and led product adoption and technical sales.

1. Available as a technical escalation resource for solution architects and senior solution architects.
 - Function as a strategic thought leader helping organizations understand their journey through new technologies by understanding their business and solving core problems. Worked closely with CTO and CIO of Fortune 50 companies in helping define their vision and forward-looking roadmap. Trusted advisor for enterprise organizations.
2. Solved a 15-year business problem by building strategic processes to establish product feedback loops and connected technical sales to product successfully. Success measured in direct revenue generation due to sales driven product roadmaps.
 - The process is called “Technical sales council” with council members that represent all areas of technical sales. Rackspace now adopts the process globally under my leadership. Dell has reached out to understand this framework to implement it within their organization to enable product and technical sales work more closely.
3. Led local and global teams to establish and execute effective processes.
4. Influenced senior leadership into adopting and implementing revenue generating processes. Influenced vendors on improving their internal business structure.
5. Effective speaker at numerous technology conferences that resulted in direct revenue gains of more than \$5 million.
6. Expertise in Cloud adoption and IT transformation.
7. Work as a trusted advisor and IT council member for the Fortune 50 customers.

Senior Product Engineer/Architect IV – Rackspace Hosting – San Antonio, TX

May 2012 – March 2015

- Architect, design and build the managed virtualization and cloud infrastructure.
- Architect DR solutions for enterprise customers
- Improve product line by testing, qualifying and deploying tools and features.
- Build and work on defining a direction for private cloud as a product
- Work closely with operations and document, deploy and support new product feature releases and product additions.

- Work with fortune 100 customers to address their infrastructure needs.
- Launched 6 products bringing in more than \$10 million revenue per month.
- Worked closely with developer teams in architecting automation around our products.

Virtualization Engineer II – Rackspace Hosting – San Antonio, TX

May 2011 – May 2012

- Build, design and introduce new virtual architectures
- Assist customers in deployment of their custom architectures, work directly with Storage and Networking
- Work with highly redundant architectures and design and deploy the same for Enterprise level customers
- Working with Open Stack to deploy hypervisor agnostic architecture
- Engage with customers along with Solution Architects to implement virtual infrastructures and provide capacity/performance reports.
- Designed and improved processes for faster infrastructure deployment.

IP Network Engineer – Hill country Telephone coop – Ingram, Tx

Feb 2009 – May 2011

- Working in Business expansion and development to implement new ideas to build business
- To assess the security of the present Telecommunications Network and IT infrastructure
- Actively deploy, manage and maintain VMWARE, EMC SAN, Dell SAN, Open-E storage infrastructure.
- Actively deploy, manage and maintain Windows and Linux machines within and beyond the organization.
- To design and re-design new and existing IT infrastructure and network including creating new security policies to allow seamless growth into the future.
- Engage with business to implement physical and virtual infrastructures and provide policy and capacity/performance reports.

Systems Administrator - University of Texas Health Science Center at San Antonio

Sept 2008 – Feb 2009

- Design and Build and maintain IT infrastructure within and beyond the university
- Monitor systems and databases on a 24 hour round the clock basis
- Implement databases and new technologies including virtual machines and blade servers

Solutions Architect - Mobius Partners (Project)

May 2008 – Sept 2008

- Design and Build IT infrastructure for clients including deploying SAN architectures, Virtual Machines and other technologies.
- Deploy HP Blade Chassis for Enterprise level customers

Graduate Research Assistant – University of Texas at San Antonio

Aug 2006- Dec 2007

- Conducted research for Department of Management

SOCIAL:

Actively blog about technology at www.rjapproves.com
 Twitter - @rjapproves

Conference speaker for 2016

VMworld – Las Vegas
 CIO Summit – Boston
 VMUG UserCon – Boston
 VMUG UserCon – New York

CERTIFICATIONS:

VMware Certified Professional – Cloud – VCP – Cloud 5 – November 2014

VMware Certified Professional – **VCP5– November 2011**

VMware Certified Professional – **VCP4– March 2011**

CompTIA Storage+ - **September 2011**

CompTIA Network+ Certified – **N10-004 – September 2010**

Microsoft Certified Technology Specialist – **MCTS - 70-640 – January 2009**