



WENDII LORD

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★ SKILLS

SQL Data Warehouse

Power BI

Cognitive Services

Machine Learning

Office 365

Identity and Access Management Solutions

Identity as a service (IDaaS)

Single Sign-On (ADFS, SailPoint, Okta)

Enterprise Mobility / Microsoft Intune

Cloud IaaS / PaaS

SAP HANA

Java

javascript

node.js

Cloud Foundry

📁 WORK EXPERIENCE

**SAP
Burke
United States**

Cloud Solutions Architect

2013-06 – present

In my current role, I am a member of SAP Cloud Solutions Architect team where I architect and deploy enterprise solutions based on SAP HANA. I also work closely with SAP sales team providing technical pre-sales assistance on potential opportunities that can leverage SAP HANA.

Major responsibilities in my current role include working with enterprise clients developing solutions around -

1. Information management, Big data stores, Machine Learning, Analytics and Cognitive services.
2. Datacenter Transformation (VM deployments, Networking, ExpressRoute).
3. Security, Compliance, and Privacy (Identity, Governance, RBAC).

**SAP
San Francisco
USA**

Cloud Program Manager

2012-06 – 2013-06

I lead the WW Cloud business for SAP Global Delivery with an end to end business responsibility and was responsible for Office 365 migration business for the North American region for SAP Global Delivery with growth and delivery targets. I have managed a team of 20+ consultants with CSAT targets and had successfully lead responses of large RFPs.

Following were the major responsibilities that I had when in role -

1. Run the Infra and Cloud computing business for SAP Global Delivery starting from business plan, customer acquisition strategy, go to market plan, presales and delivery.
2. Successfully lead responses of multi-million-dollar RFP responses and winning business.
3. Conceived and implemented Industrialized Services model for cloud computing and infra services.
4. Conceptualized and operationalized a unique rate card based pricing model used my SAP globally for selling migration services.
5. Responsible for heading Cloud migration factory which migrated more than 1 Million mailboxes to the cloud.
6. Successful in delivering more than 30 projects with 100% CSAT.

SAP Global Delivery

Technical Evangelist

2010-06 – 2012-06

Spearheaded the cloud IaaS business for SAP Global Services and was responsible for driving the cloud strategy. As a SAP World Wide cloud deployment team member, I was responsible for working with the SAP business leaders to formulate SAP's worldwide Services strategy for IaaS.

Key goals that I had in role were -

1. Achieve assigned revenue and usage/consumption targets across the APAC territory.
2. Build a foundation for long-term cloud revenue.
3. Ensure successful cloud adoptions and migrations.
4. Improve customer satisfaction with enterprise clients and own key customer executive-level

WORK EXPERIENCE

relationships in assigned territory.
5. Working with sales teams to close opportunities.

- Cisco Infrastructure Consultant** **2007-02 – 2010-05**
At Cisco, I lead the team of engineers to consolidate and migrate the infrastructure environment of AT&T. This project included migration to the latest version of the exchange, migration of user's mailboxes, up-gradation of Active Directory and migration of user desktops to the latest version.
- AT&T Product Manager** **2004-06 – 2007-01**
At AT&T, I was a product manager for "Modular Messaging" product offered by AT&T for integration of Voicemail with Microsoft Exchange environment. I acted as a bridge between the development and support teams assisting with product life-cycle and support and was responsible for the entire product. Over the years the product has now been rebranded as 'AT&T Messaging'.

EDUCATION

University of Texas At San Antonio **B.Tech. Computer Science** **2000-06 – 2004-06**

CERTIFICATIONS

SAP **SAP Certified Technology Associate - SAP HANA 2.0 (SPS03)** **2016-03**
ITSM **ITIL** **2012-06**