

RAVI VARMA KALIDINDI

Sr. Vice President @ Double Matrix Technologies

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Professional Summary

A passionate cyber security specialist constantly re-imagining the space of cyber security defence and counter measures against the ever-evolving hacker communities and dark web threats

“Security is best when it is built-in, not when it is bolted on...”

Technology Areas of Focus

- Cyber Security Architecture
- Quantum Resistant Security Solutions
- Identity Management & Access Control
- Advanced Cryptology & Biometrics
- Data Protection & Image Encryption
- Dynamic Encryption & Communication
- Cloud, Network, IP & Data Security
- Malware & Ransomware Prevention
- Securing IoT & Crypto Stack
- Blockchain & Transchain Services

Business & Managerial Expertise

- Project Management & Program Management
- Managing Multiple Projects, Prioritizing & Executing Deliverables
- Building Strategic Business Partnerships & Teams
- Customized Business Solutions & Architecture
- Customer Engagement & Techno-Commercial Negotiation
- Building, Managing, and Securing Cloud Platforms
- Enterprise Level IT Compliance

Affiliations

- Cloud Security Alliance
- CISO to CISO
- Rubix – Carbon Free Crypto

Personality

- Attention to Detail
- Eagle’s Eye View
- Listening
- Patience
- Good Communication
- Aesthetically Sensitive
- Seamless Team Player

Skills

- VB.Net, C++, C#.Net, Cobol, Mainframe, Pascal Fortran
- SQL Server, Oracle, Relational Data
- HTML5, Perl, CGI, jQuery, Web API
- QA, CMMI-5
- Core Blockchain Consensus
- Cloud Architecture, Database Administration, DevOps
- Cyber Security
- Sales, Pre-Sales, Product Strategy
- Customer Engagement, Training
- Marketing, Post Sales, Professional Services
- Writing & Verbal Demos & Presentations

Education

- **Master’s in Computer Applications 1998, GPA: 82**
Osmania University, Hyderabad, India
- **Bachelor of Computer Science 1995, GPA: 70**
Andhra University, Visakhapatnam, India

Work History (Over 27 Years, Reverse Chronological)

Ensurity Technologies Pvt. Ltd. – Hyderabad, India

Sr. Vice President (Dec 2016 to Oct 2021) 4 Years 10 Months

- Owning and cultivating client relationships during sales, pre-sales, pre & post implementation
- Engagement with clients daily, reviewing account activities, playing a primary point of contact throughout the engagement, coordinating and prioritising support tasks, providing status updates, scope changes, timelines and budgets
- Ensuring customer satisfaction through follow-up, client responsiveness, and team coordination among customer, development, sales, marketing, management, operations and professional services, documentation, presentation, technical consulting & training

Double Matrix Inc. – Los Angeles, USA

CTO (Mar 2009 - Dec 2016) 7 Years 10 Months

- Product strategy & planning, market assessment to identify technology trends and evolving social behaviour
- Evaluate and identify appropriate technology platforms, web application frameworks and the deployment stacks for all web-based services
- Data integrity, and availability of the data & servers

SumTotal Systems Ltd. – London, UK

Sr. Program Manager (Feb 2007 - Mar 2009) 2 Years 2 Months

- Positioning and selling additional products and services, conducting industry and competitive analysis
- Creating long term contracted partnerships and responsible for SaaS and on-premise software sales
- Presenting technical architecture and hosting capabilities
- Response generation to RFI/RFPs

Aarvy Online Stores Pvt. Ltd. – Hyderabad, India

CTO (May 2006 - Feb 2007) 10 Months

- Directing the board, limited to budgeting, IT, sales and performance initiatives
- On-call availability for all customer business continuity issues
- Defined product roadmap & presenting technical architecture
- Communicating product strategy to field sales. Developing go to market strategies, presentations, programs, and training

Keane India Ltd. – Bordeaux, France

Deputy Manager - Projects (Mar 2004 - May 2006) 2 Years 3 Months

- Financial filing process data formats and process sequencing for a couple of US state agencies
- Developing new business applications and data processing for France Telecom
- HVACR EDI Data processing and exchange

Illinois Institute of Technology – Chicago, USA

Database Admin (Sep 2001 - Nov 2003) 2 Years 3 Months

- Annual and monthly financial reporting systems
- Web for Employees, HR, Payroll Systems
- Online automation tool for Vice President's Business and Finance
- UNIPASS, student email and login integration module for Unique ID System

Nexxon Technologies Inc. – Chicago, USA

Systems Analyst (Dec 2000 - Sep 2001) 10 Months

- WRAMSCO Risk Management, Claim Processing, CITRIX Client Server Administration
- Cigna Health Care & Claims Management System
- AHEPA Greek Community Foundation, Membership System
- LGL, Internal Management System
- Employee Background Screening System

Satyam Computer Services Ltd. – Pune, India

Sr. Software Engineer (Jan 1998 - Oct 2000) 2 Years 10 Months

- Development cycles for releases 4.1.3, 4.1.4 for KPN (LVV) Telecommunications, Netherlands
- Development of HCRP, Outpatient modules for CARE Hospitals, Hyderabad
- Development of ExDoc, export documentation system for Sudarshan Chemical Industries Ltd, Pune

Indikor LLC. – Chicago, USA

Programmer (Jun 1995 - Jan 1998) 2 Years 8 Months

- Development of DNA sequences for DNA Codes LLC, Chicago
- Design and development of debt tracking tool for, Agricultural Corporation of Andhra Pradesh
- Design and development of RRTech company website
- Websites development: webcho.com, teenstation.com

Core Accomplishments

- Received board commendation for add-on sales in harsh economic conditions in Double Matrix
- Achieved \$3Mil sales (Asia-Pac region) per quarter in SumTotal and an award for best performance
- Received an award and certificate from Satyam for LMS implementation, support and change management
- Received commendations from 3 different department heads for systems support in Illinois Institute of Technology, Chicago

- **Thank you**