



## **Ravi Varma Kalidindi**

**Sr. Vice President** @ Ensurity Technologies

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### **About Me**

An ever-evolving IT specialist, constantly re-imagining the dynamics between businesses, solutions and applications that need alignment to the latest trends in technology.

*"A system is best when it is built-in, not when it is bolted on..."*

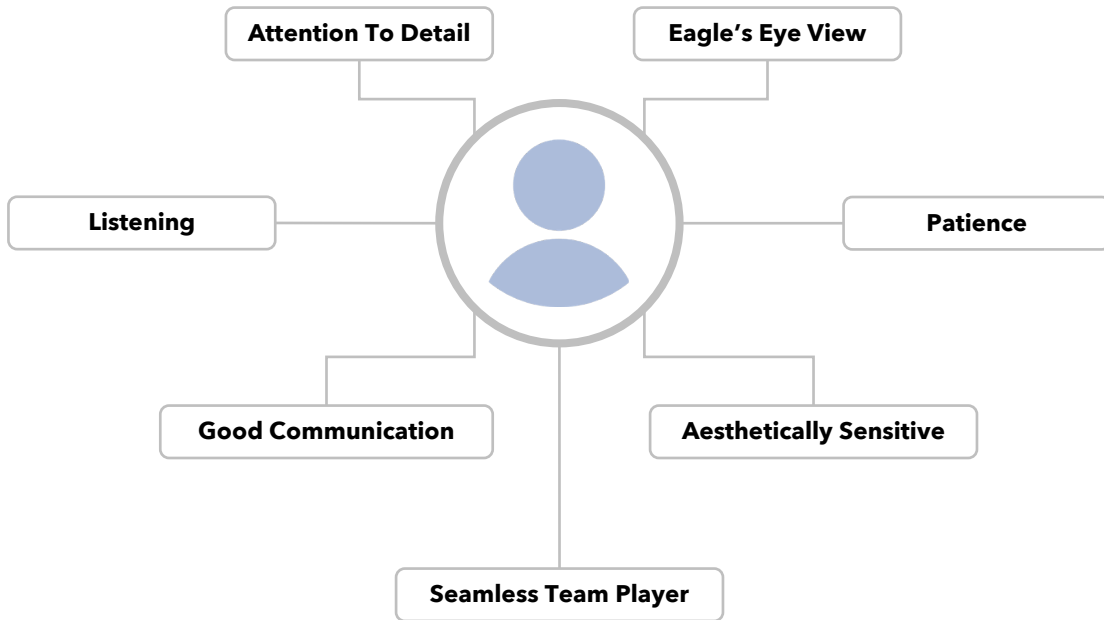
### **Technology Areas of Focus**

- Customized Business Solutions, ERPs & Applications
- Relational, NoSQL, Cloud, Key-Value Databases & Big Data
- Building, Managing, and Securing Cloud Platforms
- Cyber Security Architecture
- Quantum Resistant Security Solutions
- Identity Management & Access Control
- Advanced Cryptology & Biometrics
- Data Protection & Advanced Image Encryption
- Dynamic Encryption & Communication
- Cloud, Network, IP & Data Security
- Malware & Ransomware Prevention
- Securing End-Points, IoT & Crypto Stack
- Blockchain & Transchain Services

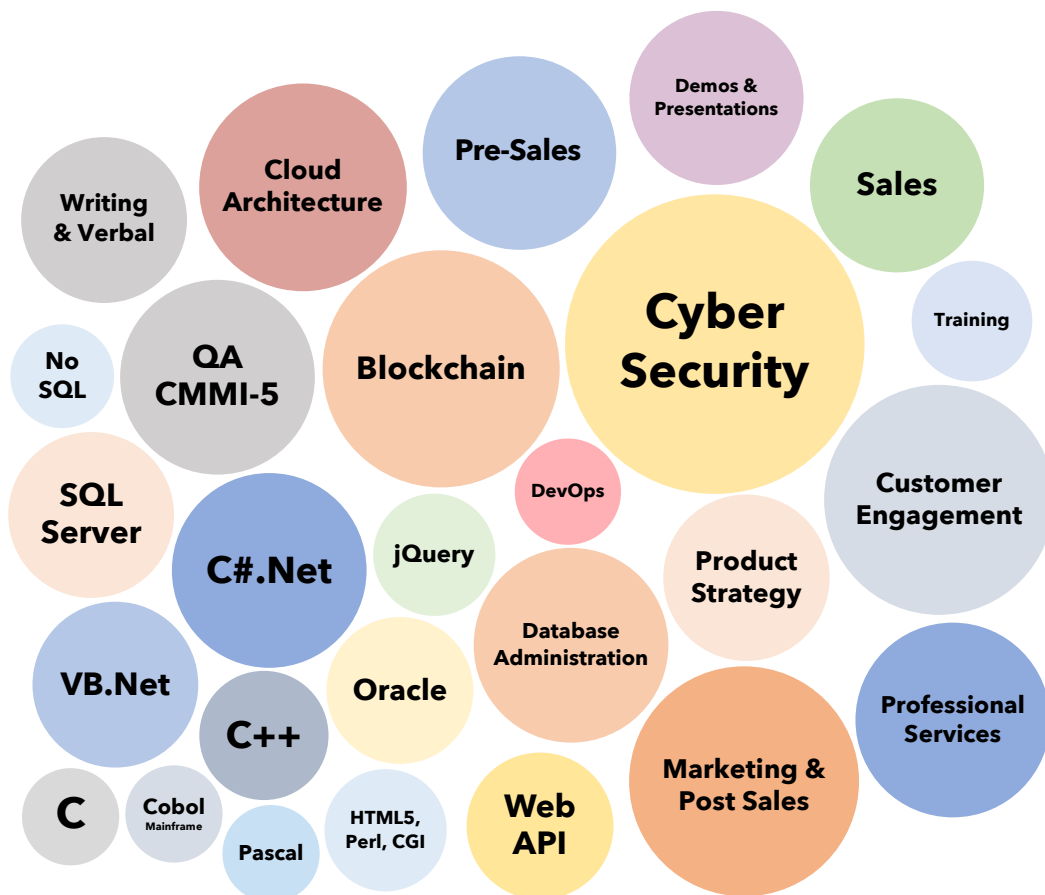
### **Business & Managerial Expertise**

- Project Management & Program Management
- Managing Multiple Projects, Prioritizing & Executing Deliverables
- Building Strategic Business Partnerships & Teams
- Customer Engagement & Techno-Commercial Negotiation
- Working with Productivity & Collaboration Tools
- Enterprise Level IT Compliance

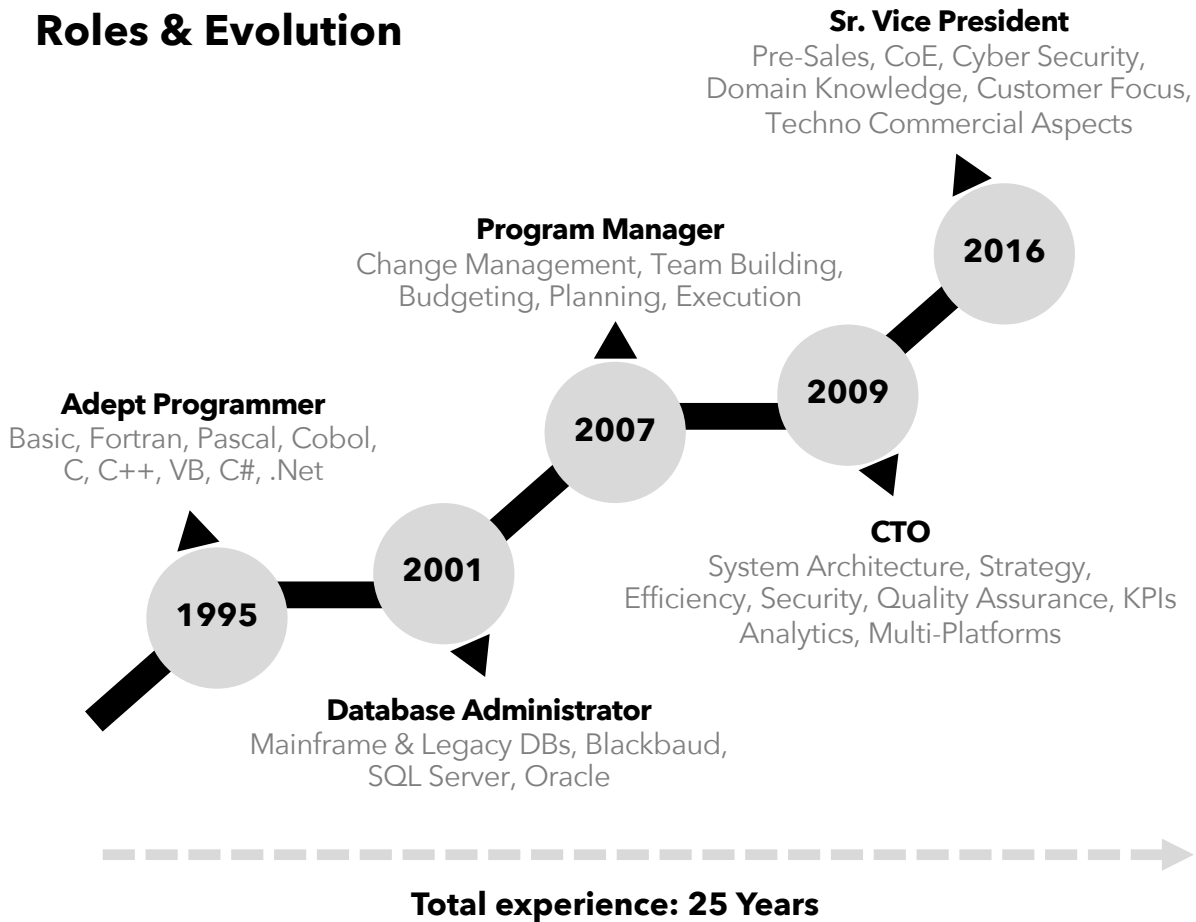
## My Personality



## Key Skills



## Roles & Evolution



## 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

## Education

- **1998 - Master's in Computer Applications - Distinction: 82%**  
Osmania University, Hyderabad, India
- **1995 - Bachelor of Computer Science - First Class: 70%**  
Andhra University, Visakhapatnam, India

## Work Experience (Reverse Chronological)

### Ensurity Technologies Pvt. Ltd. - Hyderabad, India



#### Sr. Vice President (Dec 2016 - Till Date) - 5 Years

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

### 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

## **Nexeon 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