

BALKI KODARAPU

503.419.7097 | balki.kodarapu@gmail.com | <http://www.balki.io>

ENTERPRISE SOFTWARE THOUGHT-LEADER

Detail-oriented and solutions-focused professional commanding more than 15 years of technical, consulting and leadership success. Quality-driven and analytical engineer delivering record of achievement in improving processes, optimizing productivity, reducing costs, and executing large-scale projects.

AREAS OF EXCELLENCE

MS stack of technologies including C#, .NET, and MVC | Open-source tech including Python, PHP & Java
Lean Entrepreneur Principles | Agile/SCRUM Project Methodologies | Process Improvement | Consulting
Client & Vendor Relations | Remote Employees | Web Design | Customer Service | Technical Support

CAREER TRACK

New Relic, Portland, Oregon

2015-present

Provider of cloud-based analytics for application performance management (APM).

Senior Engineering Manager, Agents

Leading the development of cutting-edge APM products on New Relic's Microsoft platform of products including Azure.

- ✓ Primary liaison between engineering, management, product management, sales and customer support.
- ✓ Delivered the highly anticipated and profitable Async version of the .NET agent, and turned the product into the highest grossing product.
- ✓ Increased the revenue for the product by 300%, by delivering on strategic new projects and by helping the company gain 5 new Fortune 100 logos.
- ✓ Implemented a new, scalable version of SCRUM within the first 30 days at the company – the model is now being replicated within several teams at the company.

Dreampath, Beaverton, Oregon

2014-2015

Provider of cloud-based career advice platform for higher-education institutions.

Director of New Product Development

Led the development and product management operations at this early-stage startup.

- ✓ Envisioned and created the prototype on Microsoft stack within two weeks of validating the product idea at a Startup Weekend competition.
- ✓ Worked closely with a dozen pilot customer including OSU, UofO, Marylhurst University and PCC.
- ✓ Primary owner for the product vision, feature pipeline and customer relationships.
- ✓ Led the day-to-day scrum activities for the development team.
- ✓ Led more than 50 product presentations for clients in Oregon & Washington.
- ✓ Primary liaison between the development, management teams and the advisory board for the company.

Fiserv, Inc., Hillsboro, Oregon

2009-2014

Provider of financial services technology solutions, including e-commerce systems and services.

Software Development Manager, Corillian Online Banking

Led the solutions development team, that included software engineers, business system analysts, QA Analysts and source control managers. Guided the team in development and maintenance of online banking applications for financial institutions with over 15 million combined enrolled end users. Executed 40+ projects implementing company's consumer and small business online banking products for multi-billion dollar customers. Served as a product owner of CRM Explorer application used by many business units within the company.

- ✓ Hands-on technical lead for the team specializing in software like C#, .NET Framework, SQL Server, jQuery, SOAP, XSD, and XML
- ✓ Played pivotal role in generating \$5MM+ annual revenues by leading software enhancement project estimation and analysis processes for all online banking clients.
- ✓ Successfully led Payment Cards Industry Compliance project for division in 2009, 2010, and 2011; led division to be 1st to achieve compliance each year.

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CheckFree Corp. (acquired by Fiserv in 2007), Hillsboro, Oregon 2007-2009

Electronic payment processing company providing financial e-commerce products and services globally.

Software Development Team Lead

Directed 6 specialized software engineers in development, deployment, and support of complex software applications for top 20 banks and credit unions in US. Headed daily administrative functions for the team, including performance management, one-on-ones, training and development.

- ✓ Increased number of online banking enhancement projects more than 300% within 4-month period after taking over team lead position.
- ✓ Designed and developed a critical module for company's Microsoft Dynamics CRM implementation that let the entire employee user base explore the entire client data including products, servers, and connectivity information.
- ✓ Developed and implemented 6+ new processes and procedures to streamline team operations; automated several existing workflows in processes.
- ✓ Championed multiple, high-visible projects, including initiatives for such top 100 banks as M&T, SunTrust, and Chase; played major role in turning around failed projects and retaining client relationships for M&T and SunTrust.

Corillian Corp. (acquired by CheckFree in 2007), Hillsboro, Oregon 2001-2009

Developer of solutions enabling financial institutions to deploy Internet-based financial services

Senior / Staff Software Engineer

Designed core implementation framework for One Source Register (OSR) platform for consolidating accounts from multiple financial institutions. Designed and developed 1st customized banking application viewable on handheld computers, such as HP iPAQ. Conceptualized, created, and supported online banking and bill payment websites for Chase, M&T, Regions, TDBN, TG1, and Elevations.

- ✓ Extended the functionality of company's Epicor ERP implementation by working aside Epicor's professional services team and thereby reduced project cost by \$150,000.
- ✓ Increased department self-reliance 250% through developing support rotation program.

EDUCATION & TECHNICAL PROFICIENCIES

Master of Business Administration (MBA), General Management & Strategy: University of Washington

Bachelor of Science, Mechanical Engineering: Osmania University

Languages: C#, Java, Visual Basic, PHP, Python, JavaScript, HTML, XML, XSLT, jQuery, SOAP, CSS

Database: MS SQL Server, Oracle, MS Access, InterBase, MySQL, Apache

Other Tools and Technologies: IBWorkBench, ASP, ASP.NET, Visual Studio.NET, CVS, Subversion, git, GHE, Microsoft TFS, OFX, FxCop, Nant, NUnit, AJAX, SSO, Microsoft CRM, SharePoint, Joomla, Wordpress

Cloud Technologies: Amazon AWS and Microsoft Azure