

# Sudhrity Mondal

Director, Sales Engineering (Software Testing, SaaS, Cloud)

Technical Sales expertise with 25+ years of customer-facing hands-on technical experience. Focus on new sales and business expansion in Software Testing, DevOps, Continuous Delivery/Testing, Release Automation, Containers, and Microservices, on-prem and in AWS Cloud. Consistently commended for presales approach, technical acumen, account relationship management & Customer Success. Drove \$40M+ in direct Sales revenue. Further details on experience, education, certifications, and other information are available on LinkedIn.

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## WORK EXPERIENCE

### Director, Sales Engineering

Testim Inc. San Francisco, CA USA

05/2019 – Present

- Established Sales Engineering (SE) organization and processes at Testim with the responsibility to lead SE efforts for customers worldwide.
- Working on implementing AI/ML-based Functional Testing solutions for web/mobile applications to reduce automated test maintenance. Implemented programs in Javascript, NodeJS and SQL.
- Helped win sales at Salesforce, Chase-WePay, EPIC Games, Revenue Analytics, Natural Intelligence, Bank OZK, Lawmatics, Microsoft, Autodesk, Harness, Teranet, Facebook & others.

### Director, Presales; Technical Account Manager & M&A Technical Integration Lead; Senior Principal Consultant; Customer Solutions Architect

CA Technologies (acquired by Broadcom) Santa Clara, CA USA

04/2009 – 03/2018

- Managed Central & West U.S. Pre-Sales teams driving Continuous Delivery/Testing solutions for cloud/on-prem with a quota of \$16M.
- Worked with Strategists/Account/Channel Managers to help execute annual business plans (new & expansion) for their accounts.
- Established relationships with executive sponsors/decision-makers at large Fortune 500 companies. Assessed risks, anticipated challenges and provided escalation management when needed. Implemented customer success initiative – Design Partner Program.
- Led product pilot program for a major product feature (TDM - Database Virtualization) in the US. Harnessed data analysis to identify and resolve product sales gaps for Test Data Management (TDM) product in the US & developed sales strategies for business expansion.
- Managed technical due-diligence and integration of BlazeMeter acquisition by CA, earning a nomination for Barrier Breaker award.
- Conducted worldwide technical enablement and training for Sales, Pre-Sales and SI Partners in the US, EMEA, and APAC on CA BlazeMeter.
- Led a successful customer pilot and won a \$1M+ CA TDM opportunity at MasterCard. Led sales to win at Charles Schwab. Closed \$10M+ Continuous Delivery business deals with key named accounts, including Wells Fargo, Sprint, AmEx, and Toyota.
- Led a major Customer Success initiative at Wells Fargo that resulted in multimillion-dollar business expansion for CA solutions. Closed key data center & cloud automation opportunities at Cadence, MGM, CDCR. Led a Tiger team to ensure customer success. Executed solution sales for 75+ private and public-sector accounts for on-prem/cloud-based apps.
- Supported CA solutions – Service Virtualization, Agile Requirements Designer, Test Data Manager, Release Automation, Cloud Automation, Server/Process & Configuration Automation, Service Catalog, AppLogic.
- Executed pre-sales functions - solution implementation, demos, RFI/RFP, requirements capture, competition, POCs, training, best practices. Authored programs using Java, Javascript, XML, JSON, SQL, shell scripts.

## SKILLS

Technical Sales Leadership

Account/Sales Strategy

Customer, C-Level Relationship/Technical Account Management

Hands-on with technology: C++/Java/Python, Databases, DevOps, Amazon Web Services Cloud, Application Architecture

Software Testing (Test Automation, AI/ML based software testing, Service Virtualization, Test Data Management)

Sales/Customer/Partner Enablement

Conference Speaker

Technical Writer (Marketing/Sales content)

## EDUCATION

### MS, Data Science (expected completion 2022)

University of California, Berkeley

### MBA

Edinburgh Business School, Heriot Watt University, Edinburgh UK - 2019

### Bachelor of Technology, Electronics and Electrical Communication Engineering

Indian Institute of Technology, India - 1989

## CERTIFICATES (PARTIAL LIST)

Elementary Statistics; Data Visualization (2 courses)

*Foothill Community College, Los Altos Hills, CA 2019-2020 (GPA 4)*

Advanced Data Structures/Algorithms; Intermediate Software Design; OOP Methodology - Python (3 courses)

*Foothill Community College, Los Altos Hills, CA 2019-2020 (GPA 4)*

Accelerated Computer Science Fundamentals (3 certs)

*University of Illinois at Urbana-Champaign (Coursera) 2019-2020*

Mathematics for Machine Learning: Linear Algebra

*Imperial College London (Coursera) 2020*

Amazon WebServices Cloud - Technical Essentials, Solution Architect, Administrator

*Simplilearn 2018-2019*

High Performance, Executive, Change, Project Leadership

*Cornell University 2017 – 2020*

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## WORK EXPERIENCE

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### Systems Architect

Vayulogic Inc (part-time), San Jose, CA USA

03/2009 – 05/2009

- Amazon AWS SysOps Administrator for a 3-tier SaaS Customer Loyalty application deployed in Amazon AWS public cloud.
- Implemented management procedures and automation scripts in bash for application and database deployment.

### QA Manager & Presales Solutions Architect

Cassatt Corporation (acquired by CA Technologies) San Jose, CA USA

02/2007 – 05/2009

- Implemented a data monitoring, data capture, data cleaning/mining and reporting solution in Java for Data Center Server Utilization and Power Management for Verizon.
- Managed 10 member QA team. Supervised private cloud data-center for Cassatt's Cloud solution in San Jose. Closed business at Intuit and CAISO.

### Presales (Global Alliances - Accenture, Siebel Systems) and Professional Services Consultant BEA Systems (acquired by Oracle) San Jose, CA USA

08/1996 – 02/2007

- Implemented solutions on BEA Tuxedo (OLTP), WebLogic Server, WebLogic Integration, BPM. Closed \$10M+ deals for BEA
- Used Java, C++, C & SQL for programming and implementations.
- Responsibilities included identify requirements, architect and implement solutions for customers, assist in technical sales, implement POCs, and work with partners on joint sales efforts.
- Implemented a product Tuxedo Process Flow Manager in C++ and sold it to Nokia, Finland for Euro 50k through BEA Systems.

### Professional Services Consultant

FedEx (Ciber Inc.), Colorado Springs, CO USA

05/1995 – 08/1996

- Implemented online transaction processing system application in C.

### Software Design Engineer

Duke Power (TCS), Charlotte, NC USA & TCS India

06/1992 – 04/1995

- Programming in Object Oriented Languages (C++, Smalltalk)
- Implemented Windows 3.1 testing tools in C++ for TCS and Customer Management System for Duke Power in Smalltalk

### Software Design Engineer

MECON, Bhilai & Ranchi India

07/1989 – 05/1992

- Programming in 8088 assembly and C language to create DOS tools.
- Programming TOSDIC PLCs for humidity control at Bhilai Steel Plant

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## HONOR AWARDS

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Presales Top Performer (2013, 2014 & 2015)

CA (Computer Associates) Technologies Inc.

President's Award (1999)

BEA Systems Inc.

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## CERTIFICATES (PARTIAL LIST)

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Data Scientist Tools; R language (2 certificates)

Johns Hopkins (Coursera) 2016

Tackling the Challenges of Big Data

MIT 2015

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## CONFERENCE PRESENTATIONS, PUBLICATIONS

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Augmenting Automated Tests with Testim Actions

Testim Inc. Online Seminar, 03/2020

Automation Test Strategy & Design for Agile Teams

Automation Guild Online Conference, 02/2020

How to have stable locators using Reinforced Machine Learning in your Automated GUI test?

Testim Inc. Online Seminar, 01/2020

CA Agile requirements designer integrations with CA continuous testing solutions

CA (Computer Associates) World Conference, 2017 Las Vegas

Test design automation in high gear-how

CA (Computer Associates) World Conference, 2017 Las Vegas

CA BlazeMeter essentials for Performance Testing

CA (Computer Associates) World Conference, 2016 Las Vegas

Digital transformation to enable Continuous Delivery

Connected Engineering Customer Meet 2015, Santa Clara

Provision to the Cloud

CA (Computer Associates) ON24 Online Session, 2012

The process and pitfalls of going to Cloud: Lessons learnt from actual Cloud implementations

CA (Computer Associates) World Conference 2010, Las Vegas

Automating development and test environments using Internal Clouds and virtualization

CloudSlam - Online Conference 2009

VMware BEA WebLogic solutions deployment guide

VMware Inc. 2007 (Publication)

Empowering SIP Applications with J2EE Technology

VoIP Developer Conference, Santa Clara, Aug 10, 2006

Driving a Cantata Media Server with WebLogic SIP Server

BEA Dev2Dev, May. 24, 2006 (Publication)

WebServices "end-to-end" Security on J2EE

WebServices Edge Conference 2005, Boston

Service Invocation Techniques for SOAs on J2EE

Java Pro Conference 2004, Boston

Using XA for distributed transactions

Tuxedo Notes, Volume 1, Issue 4 January 1999, published by Hegetor Ltd, UK

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## VOLUNTEER EXPERIENCE

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### Treasurer

IIT Kharagpur Alumni, San Francisco Bay Area 2016