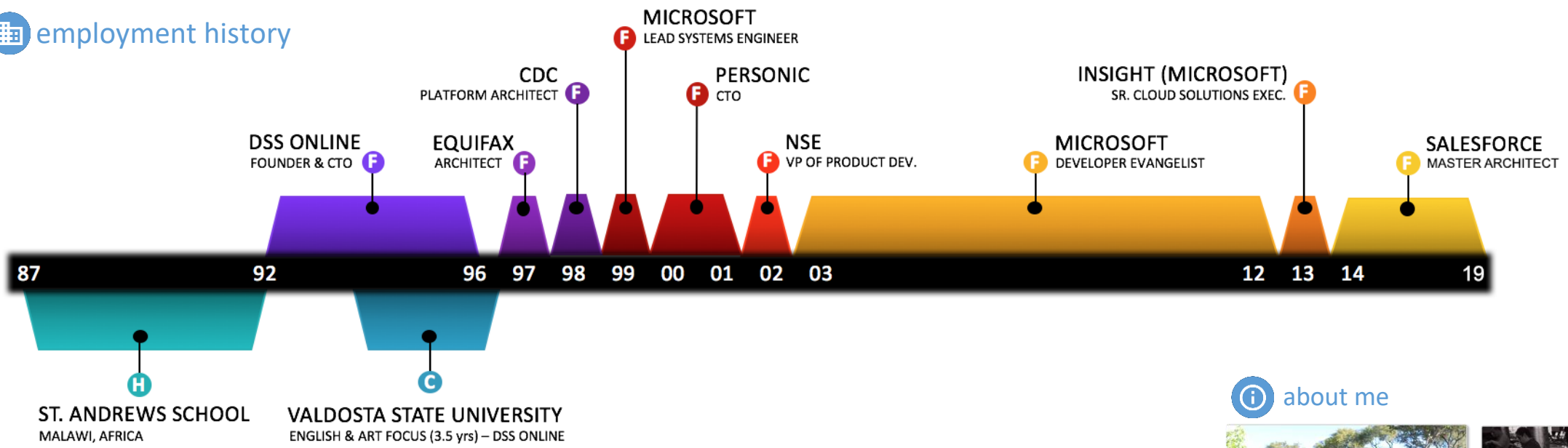


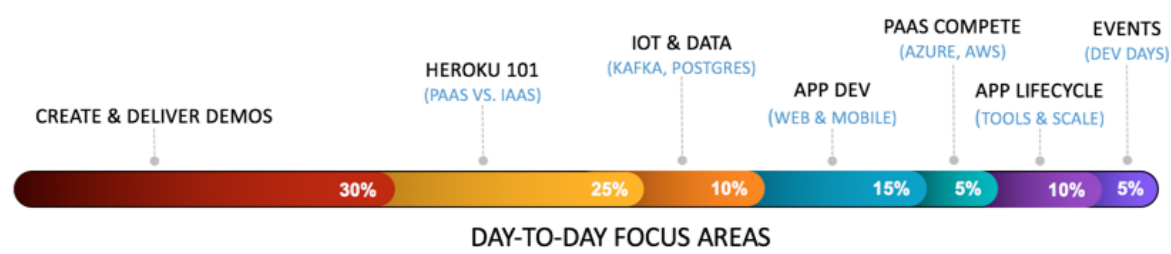


davidbaliles

employment history



strengths & current focus areas



personality

- creative type
- quick learner
- passionate
- detail oriented

work experience

- Evangelize the Heroku PaaS platform via technical demos, workshops & publishing
- Provide technical & architectural guidance to customers building web & mobile apps
- Grow Salesforce App Cloud revenue by supporting core & app platform sales reps
- Demo the latest app technologies such as Kafka, Spark, Kubernetes, PWAs etc.
- Demo & create collateral for PaaS, containerization, SDLC & other vendor competes
- Create decks, docs & demos that look great & help scale with accounts & customers

technologies used



Salesforce Master Architect

2015 -> Present

- Drive solutions to close net-new revenue for the Heroku Enterprise PaaS platform
- Develop references for go-to-market plays such as Loyalty, eCommerce & Big Data
- Generate sell-through growth via new Partner services around verticals & sectors
- Provide licensing & architectural guidance to customers for new apps on Salesforce
- Sell the Heroku platform to developers across Retail, FINS, HLS, PS & Public Sectors
- Named Team Lead for Microsoft compete open source offerings like .NET, SQL Server

technologies used



Heroku Platform Account Exec.

December, 2014 -> July, 2015

- Badged at Microsoft & Insight to represent MSFT during cloud sales & Azure services
- Advise customers on migrating to the Microsoft cloud platform (Azure & Office365)
- Provide technical & integration guidance for Identity Federation, Mail migrations etc.
- Assist implementation teams in understanding O365, App Dev & Azure capabilities
- Insight's #1 City Achievement Award for sales & services revenue (256%) in FY 15
- Architect hybrid cloud solution SOWs sold to & implemented by Enterprise clients

technologies used



Insight SR. Cloud Solutions Exec. (Microsoft V-TSP)

July, 2012 -> December, 2014

- Sell Microsoft Visual Studio, MSDN, Azure & Developer Platform to vertical accounts
- Evangelize Azure via Blogs, Dev Events, Authoring & public speaking engagements
- Support account teams & partners on demos, customer calls & onsite dev workshops
- Technical Advisor on various boards & councils such as GA TAG, HR-XML and W3C
- Author of Developer Desktop Inventory Kit, CRM for Developers and other Dev Kits
- WW Role of the Year Award for Dev Platform Evangelism; Chairman's Award nominee

technologies used



Microsoft Developer & Platform Evangelist

November, 2003 -> July, 2012

NSE VP of Product Development

2002 -> 2003

Personic Chief Technology Officer

2000 -> 2002

Microsoft Lead Systems & Debug Engineer

1999 -> 2000

CDC Platform Architect

1998 -> 1999

Equifax Architect

1997 -> 1998

DSS Online Founder, Partner & CTO

1994 -> 1997

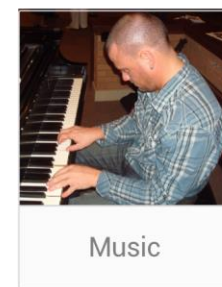
about me



Born & Raised in Africa



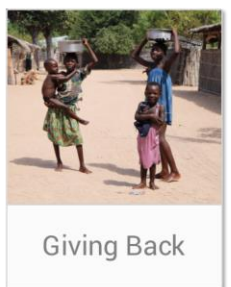
Father of Twins +1



Music



Art



Giving Back

interesting recent projects



Project Empathy (Malawi, Africa)

Launched an Innovation Lab & mobile dev curriculum for students involved in Keepod, Bitwalking & Outernet

[LEARN MORE](#)



Internet of Things (IOT) Apps

Developed 4 demo apps to demo the new Salesforce IOT Cloud for Exec keynotes & EBCs @ Dreamforce

[LEARN MORE](#)



.NET Core Buildpacks for Heroku

Created the Buildpacks that allow customers to host Microsoft .NET Core applications on Heroku PaaS

[LEARN MORE](#)