

Abhinav Bhatia

Cloud Architect & Tech Lead · London, UK

Cloud Architect and Technical Lead with 14 years bridging strategic pre-sales and enterprise delivery. I specialise in driving value realisation for complex infrastructure modernisation and large-scale datacentre migrations across SAP, VMware, and data and AI platforms. I build TCO/ROI business cases that hold up in front of Fortune 100 executives, and orchestrate GSI, RSI and ISV partner ecosystems to design target architectures that convert agreements into active, scalable consumption.

EXPERIENCE

ISV Customer Engineer at Google UK

2021 – now

London, United Kingdom · *Transferred from Google Cloud, India*

- **Strategic technical pre-sales & advisory.** Lead technical discovery and target architecture design for strategic accounts, driving value-based conversations. Enforce architectural rigour so solutions are delivery-ready, orchestrating Google Cloud Consulting and external partners — GSIs, RSIs and ISVs — for pre-sales strategy and migration guidance, down to low-level migration guides and landing zone setups.
- **GenAI & LLM integration.** Built generative AI agents for internal use targeting ISV use cases such as TCO analysis, applying RAG architectures and LLM integrations with ADK, A2A, A2UI and MCP.
- **Executive influence & strategy.** Advised Fortune 100 C-suite executives at a global FMCG group and a multinational telco on adopting new technology paradigms. Pitched a multi-catalogue solution leveraging Databricks and BigQuery, challenging existing assumptions to influence large-scale migration strategy and secure executive buy-in.
- **Commercial & TCO/ROI orchestration.** Built a migration calculator estimating target sizing across GCP networks, VMs and storage (Object, PD, Local), and used it to develop TCO/ROI business cases justifying complex Databricks, SAP and wider GCP migrations.
- **Complex enterprise workload migration.** Architectural lead for a Fortune 100 FMCG group's Databricks migration to a Lakehouse model. Spearheaded integration tooling for SAP, which contributed roughly 40% of the Lakehouse, managing the network, security and workload identity requirements for enterprise-grade deployment at scale.
- **Partner ecosystem & events.** Represent Google Cloud at summits and ISV events, staffing the booth and delivering technical talks on why ISVs should build on Google Cloud.

Customer Engineer at Google Cloud (India)

2018 – 2021

Gurgaon, India

- **Datacentre offloading & migration strategy.** Led technical strategy for enterprise infrastructure modernisation and complex SAP migrations. Identified delivery risk early in the sales cycle and built migration discovery and planning frameworks to get customers into production consumption reliably.
- **Complex workload migration intervention.** Orchestrated large-scale datacentre offloading for distressed SAP and enterprise workloads. Diagnosed hybrid VPN routing anomalies and firewall misconfigurations to restore connectivity and stabilise architectures on high-visibility accounts.
- **Infrastructure remediation.** Commanded remediation for critical outages — including accidental load balancer deletions — using Terraform to rebuild environments and establish permanent stability fixes.
- **Knowledge industrialisation.** Documented root cause analyses and presented the resulting fix patterns at the internal SME Academy, scaling the knowledge globally to prevent recurrence.

Principal Consultant at PricewaterhouseCoopers

2017 – 2018

Gurgaon / Delhi, India

- **Technical project management.** Reviewed IT systems for public sector clients and created cloud adoption plans, orchestrating multi-vendor delivery ecosystems to hit technical milestones on time and in scope.
- **Change Approval Board leadership.** Established and led the CAB for public sector clients, running weekly technical reviews to mitigate release risk and enforcing governance standards on data cataloguing and access control.

Associate Manager (Presales) at HCL Tech

2014 – 2017

Noida / Bangalore, India

- **Enterprise solution design.** Designed IT solutions and led RFP responses for large enterprise clients, leveraging cross-cloud infrastructure experience across AWS and GCP with teams in the EU and US to grow account revenue.
- **Migration planning.** Focused on migration planning, data and infrastructure platform sizing, and governance-aware solution design, partnering with cloud providers to align proposed architectures to customer operating models.

Deputy Manager (II) — Elite Trade Relationship Group at ICICI Bank

2014

Delhi, India

- **Client advisory.** Advised clients on foreign exchange, FDI and business growth strategies, building relationships and communicating concepts across diverse stakeholders.
- **Portfolio management.** Managed client portfolios and maintained ongoing business relationships.

- **Application development.** Java developer for telecom clients, building and supporting production applications and integrating with enterprise systems.
- **Automation engineering.** Automated build and deployment using shell scripting on Linux, reducing manual effort and improving deployment reliability.

CAPABILITIES

ISV & partner ecosystem GSIs, RSIs, presales strategy	GenAI agents ADK, A2A, A2UI, MCP, RAG
Enterprise migration SAP, VMware, datacentre exit	TCO & business cases Sizing, ROI, exec buy-in
Data & AI platforms BigQuery, Databricks, Lakehouse	Solution architecture Landing zones, Terraform, networking

EDUCATION

Post Graduate Diploma in Management — International Management Institute

2012 – 2014 · Grade 73.2%

B.Tech, Electronics and Communication — Jaypee Institute of Information Technology

2006 – 2010 · 8.1 CGPA / 83%