

Vasil Lalov

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SUMMARY:

Visionary IT Manager seeks new opportunities to leverage extensive experience directing global IT systems and teams.

WORK AUTHORIZATION:

Green card holder and a permanent US resident.

European Union member.

EXPERIENCE:

Senior Manager of Technology - [Gorilla Group](#)

Dec, 2015 - present

Business Development:

Launched brand new Infrastructure Consulting practice for Gorilla consisting of offerings such as On-Prem to Cloud migrations, CI/CD pipelines, Infrastructure and Application load testing and tuning, platform integrations with cloud services, IT Strategy and IT Training services. Generated marketing and sales strategy and training decks for new practice. Brought in \$500K of revenue in first 6 months.

Leadership:

Worked closely with Gorilla executive team to plan company growth, design global strategy and increase of market share by adoption of new e-Commerce platforms: SAP Hybris and IBM webSphere. Established new partnerships with 3rd party vendors to enhance Gorilla service levels and portfolio offerings.

Technology Achievements:

Designed and implemented complete CI/CD pipeline for e-Commerce customers using Ansible, Jenkins, Selenium and Amazon AWS services. Increased efficiency of Gorilla Managed Services by 15%. Reduced project write-offs by 900 hours.

Designed and implemented highly automated systems which increase hosting profit margins by leveraging AWS AutoScaling, AWS EFS, Ansible Tower, etc.

Manager of Technology - [Gorilla Group](#)

Dec, 2013 - Dec, 2015

Business Development:

Delivered effective, budget conscious IT solutions that sustained 35% year over year company growth. Maximized new business opportunities by reducing IT costs and improving productivity and efficiency by over 40%. Helped position Gorilla on the eCommerce market as the preferred agency for Magento eCommerce platform customers. Designed custom Magento hosting tiers that outperform competitor offerings at a lower operating cost. Provided active consultative support during sales calls and presentations to client. Provided active account management assistance and escalation support during all phases of client projects. Advised clients on industry best practices.

Leadership:

Managed and recruited a global team of 7 systems administrators with offices in Chicago, Montreal, Poland and Ukraine. Designed and implemented sysadmin career matrix, job descriptions and career paths within the department. Improved sysadmin team utilization by 65% using automation, improved procedures, documentation and training.

Technology Achievements:

Implemented e-commerce application monitoring and analytics with New Relic, Nagios and Logstash.

Created robust Magento application infrastructure by bringing in systems, architecture and development best practices. Improved scalability of Magento ecommerce platform while reducing overall platform build time. Created and implemented procedures for performing client data center migrations with zero customer downtime. Implemented security and vulnerability management using IDS tools and by enforcing security best practices.

Corporate IT

Managed Gorilla IT budget for North America.

Performed office buildout on multiple international locations: Chicago, Montreal, Ukraine, Poland.

Managed VOIP, multimedia and other services globally.

Designed and implemented site-to-site VPN between offices.

Prepared and implemented failover and business continuation plans and procedures.

Implemented full Atlassian stack for internal and client facing projects using self-hosted instances of JIRA, Confluence, Agile, Helpdesk, Hipchat

Managed software portfolio and licensing.

DevOps:

Worked closely with Gorilla's Magento, Hybris and Front End engineers to eliminate application performance bottlenecks, reduce environment spin-up time, improve environment resilience and scalability.

Integrated new technologies that help scale ecommerce solutions and improve redundancy.

Clients:

Delivered over 20 Magento projects including Riot Games, Oscar De Larenta, Garrett's Popcorn, Dolby Labs, WorldVision, LondonFog, MovadoGroup

Linux Systems Administrator - [Gorilla Group](#)

Dec, 2012 – Dec, 2013

Primary on-site person responsible for the design, implementation, support and maintenance of Gorilla's corporate IT infrastructure. Designed and implemented Gorilla's private cloud. Created standards, procedures and documentation for all IT operations. Collaborated with Gorilla's development team for the implementation and launch of customer sites using Magento and Hybris Ecommerce platforms.

Hybrid Private Cloud Infrastructure:

Designed, procured, installed and configured a highly redundant private cloud infrastructure based on HP C7000 blade centers, HP 460c blade servers and HP P2000 storage arrays. Built private cloud based on Apache CloudStack architecture, KVM hypervisor and OpenStack SWIFT. Reduced total infrastructure costs by 42%. Improved client security and ensured PCI compliance. Provided scalability and growth path for future expansion of corporate infrastructure. Implemented state of the art monitoring system for cloud infrastructure and individual client accounts.

Architecture Documentation:

Established and documented IT methods and procedures in for streamline development, launch and support of new customers. Created new company hosting standards and policies.

Senior Systems Administrator/ Systems Manager - [Chicago Public Library](#) / [The Library Corporation](#)

Jan 21, 2008 – Dec, 2012

Primary on site person in charge of PROD, STG and DEV environments, each consisting of multi tiered farms, Oracle RAC and various ancillary systems. Managed client vendor relationship. Created and enforced security policies across IT infrastructure. Implemented server backup and disaster recovery strategies for entire data center. Assisted vendor developer teams with software roll outs. Advised vendor DBA on performance boosting techniques. Streamlined client operations workflow of multiple departments by reducing software complexity. Increased client staff productivity by creating report automation scripts.

SAN Data Migration:

Procured and configured new EMC Clariion CX240 SAN with capacity of 75TB split between trays of fibre channel and SATA drives. Generated system benchmarks of existing servers and identified performance bottlenecks. Created

prioritized data migration plan across multiple systems and services. Reduced I/O latency and improved system performance on average of 20% through the use of Linux MPIO, Linux LVM2 and RedHat GFS2.

Oracle Data Migration:

Migrated Oracle 10g across SANs. Migrated Oracle backups to a high performance, high-availability RedHat GFS2 storage cluster. Improved overall Oracle performance by 28%. Improved backup speed and performance by 400%. Completed the project with no service outage and 1 week ahead of schedule.

Email Filtering System:

Created highly efficient, self learning multi-layer corporate email system. Improved spam and malware detection and filtration rates by approximately 40%.

OpenVPN Server Installation:

Implemented custom VPN solution as replacement of aging Cisco equipment. Reduced operating costs by removing Cisco licenses and improved latency and speed of VPN to data center.

Multimedia Cluster:

Created high-performance multimedia cluster using Adobe Flash Media Server running on RedHat GFS2. Provided video streaming of live events in real time, recording and archival of new and existing media content and transcoding existing media content.

RedHat to CentOS Migration:

Designed and implemented an OS migration process from RHEL to CentOS. This project involved a vast majority of Linux servers at Chicago Public Library. Reduced server OS licensing costs by 50%.

Digital Preservation of Special Collections:

Created a large, secure and scalable digital archival system for preserving over 2 million high resolution digital images of rare historical artifacts.

TECHNICAL SKILLS:

<u>Virtualization and Orchestration Platforms:</u> Amazon AWS, Cloudstack, OpenStack SWIFT, Vagrant	<u>Operating Systems:</u> RedHat, CentOS, Debian, Solaris, Windows, Apple OSX
<u>Databases:</u> Oracle RAC 10g and 11g, MySQL, Percona, MSSQL	<u>Hardware:</u> HP P2000, EMC Clariion CX240, Hitachi Thunder 9595 HP C7000, HP 460c, HP DL series servers Dell R900, 1950, 6650, 2650 – 2950 series servers HP RX 4600 and 8600 series servers Sun SunFire E4900 servers
<u>Server Software:</u> NGINX, Apache, php-fpm, memcached, Redis, postfix, sendmail, qmail, OpenVPN, IPSEC, Asterisk PBX, Samba, NFS, DNS, squid, Parallels Plesk, Flash Media Server	

EDUCATION:

Dec 2007 - Masters of Science in Computer Science

Bowling Green State University, Bowling Green OH

May 2004 - Bachelor of Science in Computer Science/Mathematics

Concord University, Athens WV

LANGUAGES:

English – Fluent, Bulgarian – Native, Russian – Intermediate