ATIF CHAUGHTAI

8124 Sandbug Hill Ct
Dunn Loring, VA

LinkedIn
http://www.linkedin.com/in/atifc

atif.chaughtai@gmail.com
301.213.6708

SUMMARY

A proven leader, with a broad range of technical, operational and functional expertise across a diverse range of markets and verticals. Expert in pioneering new solution offerings and executing GTM strategy involving M&A, product engineering, sales, marketing, partners and ISV's. Recognized as subject matter expert in Life Sciences and Healthcare industry. Experienced in building and leading high performance sales team.

DOMAIN EXPERTISE

- Alliances
- Sales Management
- Management and Leadership
- HIPAA

- Public Speaking
- Go to Market Strategy
- Healthcare & Life Sciences
- Enterprise Architecture

EXPERIENCE

Red Hat Inc.   Feb 2016 – Present
Red Hat is a leader in offering secure and supportable open source to enterprise customers focusing on cloud, operating system, integration, storage and virtualization.

Healthcare and Life Sciences Market Leader
Leading a healthcare vertical of sales professional across North America commercial driving industry offerings and customer acquisition. Consistently meeting and exceeding growth target for the vertical. Develop, maintain, socialize and execute the strategic growth plan for market share and revenue leveraging channels, ISV, 's and direct sales. Developed specific offerings through SI's

- Envisioned, created and executed on net new solutions offerings for Healthcare and Life Sciences market. Established Red Hat point of view on Healthcare
- Met and exceeded the established quota attaining 140% growth. Recipient of President Club award
- Ability to deliver results and work cross-functionally to position and orchestrate a solution consisting of multiple products.
- Worked with internal stakeholders in quantifying the opportunity and driving investment in product capabilities to meet industry requirements
- Established creditability and achieved trusted advisor status with CXO at various customers
- Lead the Red Hat and IBM synergy for Healthcare identifying specific joint GTM for both organizations

Edifecs Inc.   July 2015 – Feb 2016
Edifecs is a leader in providing healthcare solutions to Payers, Providers, Federal and State programs

Sr. Director, Global Strategic Alliances
Responsible for the global healthcare strategic alliances including OEM reporting to SVP and EVP of Sales. Responsible for all sources of revenue (license, subscription and renewals) as well as all supporting functions – legal, contracts, alliances, engineering, operations, public relations, and marketing communications

- Established a partner program for Edifecs and actively started dialogues with identified key strategic software partners and system integrators
- Lead a team of alliance sales professionals by coaching them through qualifying deals and identifying risks
- Spearheaded strategic discussions with fiscal agents (HP, Accenture, Xerox) on embedding Edifecs Value Based Care solution into their MMIS platform.
- Created net new opportunities for Edifecs with the largest Healthcare EHR provider.

Axway Inc.   Feb 2014 – June 2015
Axway is a global leader in providing solutions to Govern the Flow of data through API, B2B and MFT solutions.

Director, Global Healthcare Solutions
Responsible for the global healthcare solutions PnL center reporting to GM and EVP of Sales. Responsible for P&L, all sources of revenue (license, subscription and services) as well as all supporting functions – legal, contracts, alliances, engineering, operations, public relations, and marketing communications etc. in a global cross-functional team.

- Re-energized the capital investment in Axway's life sciences portfolio and increased revenue pipeline by 30%.
- Coached sales professionals on healthcare solutions and mentored through sales cycle from visioning to close stage.
- Collected global customer requirements for future product development. Manage tradeoffs involving features, schedule, cost, pricing, market positioning, and lifecycle management to establish consensus in current install base.

- Successfully executed on go to market campaigns globally by meeting the set KPI's. Created new market opportunities related to medical devices and meaningful use for Axway resulting in $1.2M in sales.
- Pioneered the Axway's mHealth solution and championed the development of electronic health record exchange connectivity as a cloud service. Contextualized the API Management applicability to Healthcare domain resulting in $900K revenue.
- Public spokesperson for Axway in Healthcare and Life Sciences supporting webinars, press releases, analysts, and media briefings across the globe.

TIBCO Software Federal Inc.	**July 2009 to Feb 2014**

TIBCO Software Inc. is a global leader in providing software for automation, event processing, Analytics and Cloud.

Technology Officer Federal Government
Responsible for Cyber Security Platform globally and capturing revenue targeted for Federal Business Unit. Worked in a global cross-functional team with engineering, operations, finance, public relations, and marketing communications through the complete solution development cycle.
- Executed global business development and product maturity plan for TIBCO Cyber Security Platform.
- Championed development of a novel solution for healthcare benefits eligibility verification for Center for Medicare and Medicaid Services (CMS) resulting in multi-million dollar procurement.
- Supported existing install base in Federal Government and created upsell opportunities amounting to 20% of annual quota.
- Supported the TIBCO Alliance team globally working with TCS, Wipro, Cognizant, HP, and Accenture. Created and supported champions for TIBCO technology within these organizations.
- Worked with TIBCO Federal GM to strategize on the TIBCO Federal Business growth and setup a foundation for execution.
- Mentored new account executives and sales consultant and coached them through sales cycle in qualifying opportunities.

National Heart Lung and Blood Institute (NHLBI, NIH)	**February 2002 to July 2009**

NHLBI provides leadership for a national program in diseases of the heart, blood vessels, lung, and blood.

Enterprise Architect
Spearheaded implementation of various key initiatives in modernizing the enterprise and built executive support by quickly demonstrating achieved business value at NHLBI.
- Spearheaded the implementation of Capital Planning and Investment Control to rationalize the software portfolio.
- Aligned IT investments with business goals and provided transparency in IT decision making resulting in increased business satisfaction with IT.
- Successfully launched BPM initiative across the institute and generated monumental support by demonstrating ROI. Deployed BPA enterprise solution effecting 200 personnel with annual savings of 200K.
- Developed Enterprise Architecture program charter and maturity road map. Delivered segment based FEAF reference models for business, data and performance reference model ensuring alignment with NIH EA.
- Managed team of Architects, Analyst and Developers through implementation of key initiatives.

EDUCATION		
2010	**Master of Business Administration**	**R.H. Smith School of Business, University of Maryland**, College Park, MD
2001	**B.S., Computer Science**	**University of Maryland,** College Park, MD

CERTIFICATIONS		
• Solution Selling - SPI International	• Project Management Excellence	• TIBCO Trained Professional
• TOGAF & FEAF Training	• Information Security Certification	• SOA Design and Architecture

SKILLS & EXPERTISE			
• Alliances (SI, ISV)	• Industry and Competitive Analysis	• GTM Use Cases	• Executive Alignment
• Enterprise Architecture	• Technical and Analytical	• Solution Architecture	• Sales and Leadership

TOOLS AND TECHNONOLOGIES		
JMS, ESB, CEP, API Gateway, BPM, BRMS, KAFKA, Docker, OCI, Camel	NoSQL Data Store, Oracle, SQL Server & MS Access	TIBCO, Edifecs,EKS, ECS, AWS Fargate.
IOT, EDI, HL7, FHIR, Kubernetes	SOAP, JMS, HTTP, API, eHR Interop	HIPAA Compliance, Ansible

PUBLICATIONS

- TIBCO Cyber Security Platform: http://tinyurl.com/m9td2fk
- Optimizing Claims Processing: http://tinyurl.com/kbs67w6

- Federal High Consequence Architecture: http://tinyurl.com/ldvyyvc

PUBLIC SPEAKING

- **Wall Street Journal:** http://tinyurl.com/ovgampe
- Federal Aviation Association (FAA) Brown Bag: http://tinyurl.com/o2vqlgm
- Health Distribution and Management Leadership Conference
- Mark Logic Big Data Nation DC: Think Differently: http://tinyurl.com/k5gxgf6
- Axway HIMSS Coverage: http://tinyurl.com/lpqz22g
- Pharmaceutical Commerce: http://tinyurl.com/l4dybyr
- 1105 Media Government IT Form: http://tinyurl.com/k69gfnl

AWARDS AND RECOGNITION

- Red Hat President Club (2019)
- TIBCO Circle of Success Award, (2011 & 2012)
- Winner of TIBCO Innovation Contest, (2012)
- NHLBI Star Award for Collaboration, (2008)
- NHLBI Special Award Presentation for supporting the development of NHLBI Strategic Plan and recognized as a key contributor, (2007)

PROFESSIONAL MEMBERSHIPS

HL7, WEDI, GS1, HDMA, Rx-360 Traceability Data Exchange Architecture Working Group, AFCEA, API and Web Services group, HIMSS, Pharma IQ, Cyber Security Summit