

Artem Ervits

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Summary

Strategic Solution Engineering Manager and technical leader with 15+ years of experience driving multi-million dollar revenue growth and optimizing IT operations within the Global Financial Services sector. Proven success in leading high-performing pre-sales teams, serving as a primary technical advisor for Fortune 500 accounts, and leveraging deep expertise in Distributed Databases, Data Cloud Architecture, and Generative AI Governance to achieve significant client outcomes.

Key Skills

Technical:

- Data Cloud Architecture & Strategy
- Distributed Database Systems
- Generative AI Security & Governance
- Cloud Native Solutions
- Agile Technical Delivery
- Automation

Software & Tools:

- Snowflake, Hadoop, HBase, Phoenix
 - CockroachDB, PostgreSQL, Microsoft SQL Server
 - Python, Java, Golang
 - Kubernetes, Docker, Ansible, Terraform
 - Linux, PowerShell
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Independent Projects

MERA Consulting, LLC

Founder / Principal Consultant

Mar 2026 - Present

- Established MERA Consulting, LLC to build and advise on AI-enabled consumer and productivity applications.
- Developed Zone 2 Trainer, a fitness coaching app focused on heart-rate-based endurance training and personalized workout guidance.

- Built a personal assistant app for task management, contextual reminders, and productivity workflow support.
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Professional Experience

Snowflake, New York, NY

Solution Engineering Manager

June 2025 – Present

- Spearheaded management and mentorship for a team of 3 Solution Engineers, resulting in overachieving consumption quota 2 years in a row.
- Drove customer growth and consumption for a Global Financial Services organization, consistently exceeding quota by 10% year over year.
- Strategically directed the execution of technical pre-sales engagements, partnering with cross-functional teams to ensure successful client outcomes and product adoption.

Principal Solution Engineer - Global

Feb 2023 – May 2025

- Spearheaded technical sales and account strategies across 100+ countries for a global financial services organization, establishing the technical vision for complex deployments.
- Drove substantial revenue growth, exceeding sales targets by 45% while ensuring maximum client success and product adoption within the territory.
- Elevated team capability by mentoring junior Solution Engineers and cultivating the local technical community through organized meetup events.

Cockroach Labs, New York, NY

Solutions Engineer - Northeast

Aug 2020 – Jan 2023

- Drove pre-sales for mission-critical enterprise projects, leading the technical onboarding and successful migration of new use cases to CockroachDB.
- Authored 80 technical blog posts highlighting product capabilities and resolved complex performance issues in competitive environments to secure deal closure.
- Cultivated community growth by organizing local engagement events and driving technical awareness.

Enterprise Architect

Nov 2019 – Jul 2020

- Accelerated revenue growth by converting a key deal into a multi-year opportunity within 2 months.

- Founded key strategic initiatives as a founding member of the Customer Success Organization and Technical Advisory Council, establishing vulnerability disclosure protocols.
- Contributed majorly to Kerberos documentation and led internal enablement trainings for field, product, and engineering teams.

Cloudera (Formerly Hortonworks), New York, NY

Principal Solutions Engineer - Northeast

Jul 2015 – Oct 2019

- Drove a 30% increase in regional revenue and was recognized as one of the Top 3 Solution Engineers (2018) for outstanding performance in the Northeast territory.
- Served as the Subject Matter Expert (SME) for core components (Ambari, HBase, Phoenix, Oozie, SmartSense), advising strategic accounts across the Financial Services, Healthcare, and Media sectors.
- Accelerated product development by contributing code, documentation, and unit tests to the open-source projects, directly supporting community contributions.

New York Presbyterian Hospital, New York, NY

Big Data Engineer

Apr 2012 – Jul 2015

- Engineered and deployed scalable Big Data solutions for a major NYC medical center, including implementing production Hadoop clusters and Java MapReduce applications.
- Streamlined data processing workflows by creating efficient Pig and Hive scripts and Oozie workflows to process clinical data.
- Drove technology selection by evaluating and recommending NoSQL key-value stores to optimize data ingestion and storage performance.

Database Administrator

Jun 2010 – Apr 2012

- Managed and maintained all SQL Server deployments and configurations, including leading server upgrades in alignment with Microsoft schedules.
- Achieved cost savings and efficiency by reducing infrastructure footprint through effective server consolidation.
- Ensured business continuity by developing and enhancing robust Disaster Recovery (DR) planning and data recovery procedures.

Maimonides Medical Center, Brooklyn, NY

Database Administrator

Apr 2004 – Jun 2010

- Led a team of 3 Database Administrators in daily operations, focusing on SQL Server performance tuning and Quality Assurance (QA).
- Ensured database integrity and consistency by maintaining server health via T-SQL, PowerShell, Group Policy, and Policy-Based Management (PBM).

- Strengthened security posture by conducting regular vulnerability assessments using industry-standard tools (SQL Ping, SQLMap, and MBSA).

System Administrator

Apr 2004 – Jan 2007

- Ensured data recoverability and business continuity by managing all backup/restore operations and leading Disaster Recovery (DR) simulations.
 - Improved mainframe efficiency by leading operating system migrations and streamlining Job Control Language (JCL) code.
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Certifications & Education

SnowPro Core Certified

Brooklyn College, Brooklyn, NY

M.S. in Information Systems

B.S. in Computer Science

Recognition & Community Leadership

- Top Revenue Producer – North America (Q2/Q3 2018, Q2 2016) and Q2 2021
 - Solutions Engineer MVP – Q4 2017
 - DZone Expert – Database Expert (2021) and Community Member of the Month (2021)
 - Individual Contributor – Apache HBase, Phoenix, Oozie (Open Source)
 - Organizer – NYC Future of Data Meetup (1,500 Members)
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Portfolio & Links

- **GitHub:** github.com/dbist
- **DZone:** dzone.com/users/4518601/dbist.html