

---

# VIVEK KHERA, PH.D.

---

North Potomac, MD ❖ [vivek@khera.org](mailto:vivek@khera.org) ❖ 301-254-8425 ❖ [linkedin.com/in/khera/](https://www.linkedin.com/in/khera/)

## PROFILE

Experienced executive with over 25 years of industry and entrepreneurial experience. Strong background in B2B SaaS, designing high-performance system architectures, and managing distributed teams. Significant executive presence with client-facing enterprise responsibility with customers across educational, financial, commercial, and health care sectors. Work has included but is not limited to strategic planning, system architecture, operations, project management, security, and regulatory compliance.

## KEY SKILLS

- High-performance system architecture design, development, deployment.
- Big data collection, organization, reporting
- Data governance
- Managing cross-functional and remote teams.
- Project management software: Aha!, Jira, Trello.
- Agile Scrum/Kanban processes.
- Databases: PostgreSQL, MySQL.
- API: REST/JSON, SOAP/XML, OpenAPI.

## EXPERIENCE

### CHIEF TECHNICAL OFFICER / CARFEINE, INC. / ROCKVILLE, MD

October 2021 – Current

- Direct all product, engineering, R&D, data, and security teams for the organization.
- Architect for next-generation intelligent vehicle inventory system.
- Defining policies and procedures for development, security compliance, and data retention.
- Work closely with internal subject matter experts to guide product designs.
- Manage relationships and contracts with external vendors.

### DIRECTOR, ENTERPRISE ARCHITECTURE / WEALTHENGINE, INC / BETHESDA, MD

September 2018 – July 2021

- Worked with business stakeholders to recommend and design solutions.
- Architect and product manager for cloud-based multi-terabyte data platform (ingesting, processing, reporting) for synthesizing trillions of data points into individual wealth profiles for hundreds of millions of people in the USA
- Restructured database schemas for improved speed and migration to AWS managed databases.
- Worked closely with distributed development teams (in India and US) to meet product requirements and schedules.
- Collaborated with the head of governance on risk management and compliance (HIPAA, GDPR, SOC-II), defining product enhancements and evaluating engineering deliverables.
- Designed and implemented API solutions and strategy.

- Product/Vendor manager for all external integrations including products sold outside our core platform.
- Managed outside contractors to enhance our Salesforce integration.
- Due diligence for merger with Euromoney Institutional Investor PLC (FTSE: ERM, now Delinian Limited) in December 2020.

**CHIEF TECHNICAL OFFICER / MAILERMAILER LLC / ROCKVILLE, MD**

February 2000 – November 2017

- Co-founder and CTO of MailerMailer, an award-winning email marketing tool.
- Architected and built the initial version of the service
- Architected scale-out to support billions of email deliveries per year and tens of millions of events tracked per day.
- Managed internationally distributed team for continued design and development.
- Maintained relationships with ISPs to provide high quality email deliverability for customers, successfully delivering nearly two billion messages per year.
- Participated in working groups at the primary industry trade group, M3AAWG.
- Maintained all hardware and software for development, deployment, and security of the service, including redundancy for service reliability and uptime.
- DBA for the multi-gigabyte SQL database.
- Invented techniques for tracking responses to email.
- Acquired by j2 Global (Nasdaq: JCOM) in 2017.

**CHIEF TECHNICAL OFFICER / GOVCON, INC. / ROCKVILLE, MD**

June 1995 – December 1999

- Co-founder and CTO of GovCon, a portal for government contractors.
- Responsible for all areas of development and service operations.
- Procured federal government databases and publications (all active contracts, *Commerce Business Daily*, 8(a) companies, etc.) and created the first-of-its-kind government contract listing service for opportunities valued over \$25,000, disrupting and changing the way the entire industry obtained this information.
- Wrote custom tools to convert complex publications such as *Commerce Business Daily* from paper into an online searchable database.
- Acquired by VerticalNet (Nasdaq: VERT, no longer listed) in 1999.

**BOARD AND INDUSTRY ACTIVITY**

**REVIEWER FOR MARYLAND INNOVATION INITIATIVE (MII) / MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO) / COLUMBIA, MD**

April 2017 – Current

- Review applications for the MII.
- Recommend to the Board which submissions should be funded by the program.

**BOARD MEMBER / UNIVERSITY OF MARYLAND COLLEGE OF COMPUTER, MATH, AND NATURAL SCIENCES BOARD OF VISITORS / COLLEGE PARK, MD**

June 2002 – Current

- Provide guidance and expertise to the Dean of the college.

## HIGHLIGHTS

- CTO/Architect of 3 B2B SaaS businesses successfully sold to public companies.
- Operated one of the first World Wide Web servers in 1993 at Duke University.
- One of the first to process credit cards online in 1995 using CyberCash service.
- Pioneered web server architectures for high performance, 1996.
- Helped invent online promotional "scratch and win" games, 1997.
- Invented techniques for tracking responses to email, 2000.

## EDUCATION

### DUKE UNIVERSITY, DURHAM, NC – PH.D. IN COMPUTER SCIENCE

December 1994

Ph.D. dissertation title: *Factors Affecting False Sharing on Page-Granularity Cache-Coherent Shared-Memory Multiprocessors*

### DUKE UNIVERSITY, DURHAM, NC – M.S. IN COMPUTER SCIENCE

May 1992

### UNIVERSITY OF MARYLAND, COLLEGE PARK, MD – B.S. IN COMPUTER SCIENCE

May 1988

Graduation distinction: *Summa Cum Laude*

## PATENT

### SYSTEM AND METHOD FOR INCREASING CLICK THROUGH RATES OF INTERNET BANNER ADVERTISEMENTS – US6379251 B1

April 2002

A system and method for increasing click-through rates of Internet banner advertisements