

ZACH ANTUNES

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Full-stack software engineer, skilled in API Design, JavaScript, SQL, MongoDB, Node.JS, Express.JS, React.JS with experience selling PaaS, SaaS, and licensed services for Kubernetes, CI/CD, API Management, and Networking to IT, engineering, DevOps and C-Suite teams in the Fortune 500.

WORK EXPERIENCE

MICROSOFT

Sr. Azure, App Innovation Specialist | Mar 2022 - Mar 2023

- Senior Developer Specialist responsible for technical adoption of Microsoft's Azure suite for developers
- Tasked with helping customer achieve their technical requirements as they relate to business objectives, including bringing new products to market, migrating to the cloud, re-factoring architectures into containerized microservices, improving developer productivity and velocity.
- coordinated a data-management start-up's migration from AWS into Azure using API, serverless, Kubernetes, PaaS, and Containers-as-a-service technologies, reducing latency and improving Azure customer experience
- helped a publicly-traded digital signature company migrate its CI/CD pipeline infrastructure from on-premise into Azure, liaising between engineering, business leadership, systems integrators, and Microsoft product team, reducing operational overhead
- helped a publicly-traded semiconductor manufacturer move its GitHub code repositories and development pipelines into production
- assisted with multiple RFP responses, demos, including Enterprise Integration-as-a-Service
- technical areas of focus include: Kubernetes, AKS, Azure Container Apps, Serverless, Azure Functions, Azure Event Grid, PaaS, SaaS, GitHub, Copilot, Power Platform, Power Apps

FY'22: \$18M Quota, \$28M Attainment; 151% weighted attainment

VMWARE

Modern Application Specialist | Nov 2020 - Mar 2022

- Modern Applications Specialist for enterprise accounts at VMware, specializing in Kubernetes management (Heptio) & GUI (vSphere, Mission Control), service mesh (Istio), observability (Wavefront), application catalogue (Bitnami), development frameworks (Spring & Steeltoe), pipeline automation (Build Service), databases (Postgres, SQL), and professional services (Pivotal Labs)
- helped a publicly-traded eCommerce company migrate its eCommerce platform from an unsupported Kubernetes distribution onto Tanzu Kubernetes Grid, resulting in greater developer velocity and support
- helped a publicly-traded storage provider adopt RabbitMQ messaging bus for its warehouse systems, resulting in reduced latency in warehouses
- 2021 Quota: \$1.9 Million; 85% attainment

F5

NGINX Specialist | Mar 2017 - Oct 2020

- NGINX account team specialist, responsible for successful customer adoption of NGINX Plus as an API Gateway, Kubernetes ingress controller, load balancer, sidecar and reverse proxy
- helped a Canadian retailer adopt NGINX Plus as a load balancer for their eCommerce platform, resulting in greater deployment velocity and availability during peak traffic times in the time of the Covid-19 pandemic, which resulted in greater stock price and market share
- 2020 Quota: \$1.4 Million; 120% attainment | 2019 Quota: \$649k; 149% attainment

CLOUDPLANE

Co-Founder | Jun 2016 - Mar 2017

- Co-founded 2-person startup focused on cloud migration & network optimization
- Prospected, marketed services and managed customers after closing managed services agreement
- Leveraged personal network, cold-called, emailed & canvassed to reach new customers
- Closed 10 managed service agreements averaging \$7,500

GLOBAL EQUITY FINANCE & SUPREME LENDING

Account Executive | Sep 2014 - May 2016

- Originated \$30+ million worth of residential mortgages - initial qualification to underwriting and funding
- Managed pipeline of 12 – 20 “in-process” clients with a target funding schedule of 30–45 days
- Acted as liaison between client, lender, and vendors to assure timely approval and funding of mortgage loans

EDUCATION

UNIVERSITY OF CALIFORNIA, SAN DIEGO

B.A. Communication

Four-year varsity rower & athletic scholarship recipient

UNIVERSITY OF CALIFORNIA

Full-Stack Coding Bootcamp | Apr 2023 - Current

- UC Berkeley’s web development program focusing on key programming skills for front-end and back-end web development, including: API Design, JavaScript, SQL, MongoDB, Node.JS, Express.JS, React.JS
- Have successfully developed 12+ projects that have been pushed to GitHub
- Current Grade: A+