ENOCH LINDEMAN

Linux Migration Sales Specialist / Cloud Solutions Expert

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in www.linkedin.com/in/enoch-lindeman 📍 San Diego, CA

SUMMARY

Linux Migration Sales Specialist with experience in driving cloud transformation, managing sales opportunities, and collaborating with partners to deliver Linux solutions on Azure. Skilled in pipeline development, customer relationship management, and empowering clients to optimize workloads through cloud migration. Strong technical and sales acumen, focused on achieving sales targets and exceeding revenue goals.

EXPERIENCE

Software Developer & Cloud Solutions Specialist
by The Lindemans

📅 Dec 2022 – Ongoing 📍 Glendale, AZ

Drove cloud transformation and migration solutions
- Developed Linux-based cloud solutions on Azure, empowering customers to achieve cost savings and operational efficiency
- Led migration opportunities from initiation to implementation, working closely with clients and partners to ensure successful workload transitions to Azure
- Collaborated with independent software vendors (ISVs) and open-source partners, driving the adoption of Azure services within the Linux ecosystem

Managed sales pipeline and customer engagement
- Cultivated a robust pipeline of qualified opportunities for Linux VM workloads on Azure, achieving a 30
- Engaged in disciplined business management, consistently meeting sales targets and improving operational standards
- Utilized social selling tools like LinkedIn Sales Navigator to build a strong business network and influence stakeholders

Information Technology Support Specialist
Tolleson Union High School District

📅 Jun 2022 – Ongoing 📍 Avondale, AZ

Supported cloud solutions and Linux integration
- Assisted in migrating school IT infrastructure to cloud-based solutions, optimizing resource utilization and reducing costs
- Configured and managed Linux servers, ensuring secure and efficient operation across various workloads
- Developed technical documentation and delivered training sessions to IT teams, supporting the adoption of Linux solutions in the cloud

Enhanced customer relationships and solution delivery
- Worked closely with internal and external teams to ensure alignment with customer needs, enhancing user satisfaction with Linux-based systems
- Implemented best practices for cloud security and compliance, enabling seamless transitions to cloud environments
- Provided end-to-end support for cloud and Linux solutions, ensuring high performance and uptime for critical workloads

Mission Technology Specialist
The Church of Jesus Christ of Latter-Day Saints

📅 May 2020 – May 2022 📍 Syracuse, NY

Led IT transformation and cloud initiatives
- Managed cloud integration projects, enabling efficient use of Linux-based solutions for remote operations
- Developed migration plans and strategies for transitioning critical services to cloud-based platforms, focusing on cost savings and scalability
- Engaged with team members to communicate the benefits of cloud adoption, driving support for transformation projects

Strengthened sales and technical acumen
- Demonstrated technical knowledge of Linux in a sales context, influencing decision-makers and promoting cloud solutions
- Built relationships with stakeholders to identify joint opportunities and enhance the adoption of cloud-based services

EDUCATION

Bachelor of Science in Technological Entrepreneurship and Management
Arizona State University

📅 Expected May 2026 📍 Online

- Focus on Cloud Solutions, Sales Strategy, and Linux Migration; currently maintaining a 4.0 GPA

Associate of Science in Computer Science
Rio Salado College

📅 August 2024 📍 Tempe, AZ

- Graduated Summa Cum Laude with 3.9 GPA; coursework included Cloud Computing, Linux Administration, and Sales Strategy

SKILLS

Linux Migration | Azure | Cloud Solutions | Sales Strategy | Pipeline Development | Customer Engagement | Technical Acumen | ISV Collaboration

Business Management | Social Selling | Compliance | Solution Implementation