**WILLIAM E. MUTCHIE**

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Costa Mesa, Ca 92626

**Summary Of Qualifications**

Dynamic and results-oriented professional with over 15+ years of direct experience in software and system engineering, technical sales, and a background spanning a wide array of technologies. **Senior Sales/Systems Engineer** and **Professional Services Delivery Consultant** experienced in pre- and post-sales activities with a specialization in all areas of Virtualization, Systems, Storage, Data Protection, HPC, Cloud, DevOps, as well as product marketing. Expert at understanding complex systems with the ability to consistently create world-class technology solutions, resulting in significant cost savings, improved quality, and increased customer satisfaction. Strong technical background with outstanding verbal, written, and presentation skills enable easy conversations all the way up through CXO level. Proven technology leader who helps clients meet long-term goals of growth and profitability.

**Languages:**  C, FORTRAN, HTML, Java, Perl, Python, Tcl/Tk, SQL, MySQL, XML

**Operating Systems:**  Solaris (UNIX), Linux (Red Hat, CentOS, SuSE, Ubuntu), Windows XP/7/8/2003/2008/2012

**Hardware Platforms:**All Oracle/Sun (Servers and Storage, x86-64 and SPARC), all SGI Server and Storage products (NetApp, etc.), all HPE servers with various GPU’s, all Dell Servers and Storage products (Compellent, EqualLogic, etc.), as well as EMC, and high end Networking platforms (Cisco, Juniper, Force10, Mellanox, etc.)

**Software:** Apache Tomcat, Bright Cluster Manager, Sun/SGI Management Center, Sun Cluster 3.2, NetBackup, Oracle/Sun Desktop Infrastructure and virtualization products, VirtualBox, VDI, Citrix, Grid Engine, SLURM, VMware Infrastructure products (vSphere, vCenter, vMotion, View, DRS, etc.), dev tools, Git, HPC tools, storage admin tools, Microsoft Office tools.

**Professional Experience**

**BRIGHT COMPUTING, INC.,** Orange County, CA **2018 – present**

**Senior Solutions Engineer/Systems Engineer**

Pre- and post-sales SE support for all Bright Cluster software customers and opportunities in the US.

* Propose, develop and support solutions for provisioning, managing, and monitoring HPC Linux clusters, AI/ML, Kubernetes clusters with Docker containers, both on-premise (OpenStack) and public cloud-based(AWS) computing by using Bright’s software platform resulting in customers saving time and money.

**GOVCONNECTION, INC. /PC CONNECTION, INC.,** Orange County, CA **2014 – 2017**

**Senior Solutions Engineer**

Pre- and post-sales SE responsible for driving **Dell EMC** Enterprise solution sales into the State, Local, EDU (SLED) and Commercial Markets (SMB) across the Western US.

* Perform pre-sales engineering and analysis of customer technical requirements with Account Managers on targeted opportunities to develop innovative Dell data center solutions, resulting in key technical sales wins.
* Present total solutions including servers, storage, networking, hyper-converged infrastructure, virtualization, cloud (AWS), SDS (software defined storage), data protection and all related systems management software.
* Consistently met or exceeded assigned revenue and gross profit expectations/goals.

**SILICON GRAPHICS INTERNATIONAL CORP.,** Milpitas, CA **2012 – 2014**

**Senior Sales Consultant/Engineer**

Pre- and post-sales support for High Performance Computing (HPC) customers in the Federal South West territory of the US.

• Map customer requirements to HPC cluster and Storage architectural solutions through customer sales calls.

• Provide technical consultation and designing of HPC clusters using SGI technology in response to RFI’s, RFP’s.

• Instrumental in winning many large HPC cluster deals, all multi-million in revenue, exceeded yearly goal early.

• Advanced troubleshooting and support resulting in outstanding customer service and repeat business.

**SUN MICROSYSTEMS INC./ORACLE AMERICA, INC.**, Irvine, CA **2008 – 2012**

**Solutions/Engagement Architect**

Architect and Implementation Specialist for the Sun/Oracle Federal Professional Services Organization

* Designed, and implemented various desktop, server, and storage solutions with the Sun/Oracle hardware and software stack for customers across the US. Success in many large Linux/Windows Data Center environments.
* Specialized in delivering highly secure thin client (VDI) specific solutions to large security sensitive sites, several of them part of the DoD, resulting in strategic wins for Oracle and Sun.
* Engaged in implementation of highly visible HPC cluster projects resulting in successful sign-off and revenue.

**DYNAMIC SYSTEMS INC.,** Los Angeles, CA **2007 - 2008**

**Senior Systems Engineer/Consultant**

Pre- and post-sales support, Professional Services delivery, for Sun/Oracle Elite partner focused on specific Government, State and Local, and Educational customers throughout the US.

* Internal projects include designing and implementing ultra-thin client desktop solution for all employees based at corporate headquarters as well as enhancing company website with new, updated content. Assisted with Linux system administration of corporate data center/IT infrastructure to improve operations.
* Partnering with sales team and taking responsibility for closing highest revenue deals impacting Sun’s overall Federal, EDU, State and local government business.

**SUN MICROSYSTEMS INC.**, Irvine, CA **1996 - 2006**

**Area Systems Engineer** (2004 – 2006)

Created successful solutions for sales opportunities with specific Aerospace integrators in the territory of the Western Government Region.

* + Architected Thin Client Desktop, High Performance Computing, and Enterprise Server based solutions with network storage sub-systems, providing technical support throughout the entire sales cycle.
  + Partnered with sales team and took joint responsibility for deal closing by facilitating proof of concepts (POC's) and managing all aspects of technical evaluations.

**Technical Marketing Engineer/Specialist** (2003 - 2004)

Corporate position in Network Systems Group focused on SPARC and Opteron/Intel x64 desktop workstations and volume servers.

* Provided technical support for product development, roll-out, and EA/Seed units to the field, official product marketing launches and events all over the U.S.
* Wrote architecture white papers, “How to” guides, and other technical documents for the field. Supported key NSG desktop-workstation and server opportunities in the field.
* Presented to customers visiting the Executive Briefing Center.

**Volume Systems Product Sales Systems Engineer/Sales Specialist** (1999 – 2003)

Provided Pre-sales support for desktop, workstation, and volume server product opportunities throughout the Western US. Performance measured against product goal of $800M - $1B.

* + - Shortened the sale cycle and helped close large opportunities by working closely with product development business units and sales teams, and by providing in-depth system product knowledge on sales calls.
* Provided Systems Engineers with information and training on Sun's volume system product line and related technologies such as **Solaris** and **Linux** thereby increasing efficiency to support sales teams.
* Provided optimized solutions (especially in technical markets like EDA and MCAD), competitive information, and future product roadmap direction which positively impacted the most critical sales.

**Technical Program Manager** (1996 – 1999)

* Managed Sun's relationship with EDS/Unigraphics Solutions Inc. development sites located in Cypress, CA, St. Louis, MO, Detroit, MI and Cambridge, UK. This premier CAD/CAM/CAE ISV has many large-volume Sun customers worldwide, contributing sizable revenue to Sun of more than $100M annually.
* Instrumental in getting Sun technology into their suite of Web-based products as well as raising the visibility of Sun in their development environments, resulting in Sun being a preferred partner and platform for both workstation and server based products.

## EDUCATION

**Bachelor of Science in Information and Computer Science,** **University of California, Irvine, CA**

**PROFESSIONAL DEVELOPMENT**

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| • Sun StorageTek 6140 Array Certification  • VMware Infrastructure 3(VI3 Install & Configure) training | • Linux (Red Hat, SuSE) Install and Sys Admin  • Sun Cluster 3.2 Admin |
| • VMware VTSP 5.5 Accreditation/Certification  • VMware VTSP – Hybrid vCloud Accreditation | • Solaris System Admin and Performance Tuning  • Symantec STS Storage Foundation Certification |
| * Sun/Oracle Solaris Certified for Solaris 9 &10 systems * Dell SC Series Storage Design and Management | * Delivering VDI Effectively with VMware and Dell |
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