**MAURICIO R RODRIGUEZ**

Miami, FL [moerod](mailto:moerod)[@](mailto:moerod@gmail.com)gmail[.com](mailto:moerod@gmail.com) 305.978.6884

<http://www.linkedin.com/in/mauriciorrodriguez>

Enthusiastically committed servant-leader generating revenue opportunities, producing financially accountable deliverables, and driving innovation.

Bilingual, English and Spanish. Familiarity with Brazilian Portuguese.

**PROFESSIONAL EXPERIENCE**

**Fletnet Network Engineering,** Miami, FL **2018 - Present**

An entrepreneurial technology firm providing full-stack smart hands, and telecoms NetOps and Cloud architects.

***Founder and Owner***

* Launched a digitally native marketing campaign for a cloud-based IP Telephony offering, targeting South Florida attorneys.
* Implemented Linux/KVM private cloud infrastructure and networking improvements, and additions, for an innovative Affirmed Networks solutions partner

**CLADIRECT,** Miami, FL **2012 - 2018**

A Technology Solutions Provider with extensive experience in the Americas and Caribbean regions with innovative and advanced business and infrastructure solutions and services that leverage cutting edge technologies.

***Product Line Management (PLM) and Sales Operations Director***

Responsible for fostering profitable product ideation, development, and GTM at a global level; Launched and managed cloud practice

* Established and led a four-member cross-functional (Sales, Engineering, Marketing, BizDev) team responsible for Agile development of new and transformational solutions
* Improved accuracy of sales projections through data-based decision-making approach to sales pipeline management

***Director of North America Strategic Accounts***

Ensured continuous engagement in a multinational key account; Created and fostered a Multi-Threaded customer relationship environment at all levels of the customer organization

* Succeeded in establishing and maintaining C-Level relationships
* Fostered engagement in all areas of the multi-discipline engineering organization, independently of personal experience with each of those disciplines

***Senior Account Manager***

Generated powerful customer relationships based on trust and the ability to deliver the right solution, on-time and on-budget; Managed both technical and commercial aspects of all opportunities with great success; Coordinated multi-talented team efforts and vendor interactions supporting large opportunity development efforts

* Generated 10% of worldwide sales in a region responsible for 15% of worldwide sales, earning recognition as a sales leader for 2013
* Maintained a healthy pipeline of 50% Business Partner solutions and 50% direct Service Provider Solutions, totaling 400% of yearly quota goal

***Senior Systems Engineer***

Architected robust networks for the national service providers of two Caribbean nations; Collaborated with network equipment vendor sales and engineering staff in order to identify and propose best products for customers

* Drove $11MM in revenue-generating opportunities
* Simplified and optimized IP/MPLS core network proposal generation by establishing reference designs and designing job aids for sales personnel
* Recognized by Technology Partners, peers, and CLAdirect management as an expert in Service Provider network architecture

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**KAPLAN HIGHER EDUCATION**, Fort-Lauderdale, FL **2011**

A wholly-owned subsidiary of the Washington Post Company. Kaplan is a for-profit, regionally accredited institution which offers on-line professional and career certificate programs.

***Network Design Engineer***

Designed new network installations in support of student success in high-performance educational environments; Collaborated with systems teams and site personnel on developing designs compliant with business requirements; Implemented Linux-based network monitoring and management systems on physical and VMWare virtual hosts

* Rebuilt existing OpenNMS network monitoring system which resulted in improvement of 30 minutes or more in Mean Time to Resolution (MTTR) of network outages.
* Saved $12k to $20k in engineering costs for Wireless LAN (WLAN) deployments by adopting use of AirMagnet Planner site survey simulation software in lieu of physical site surveys.

**FPL FIBERNET (now CROWN CASTLE FIBER)**, Miami, FL **2007 – 2011**

One of the leading providers of fiber optic solutions and internal telecommunication services in Florida. It serves local and long-distance telephone companies, Internet service providers and other telecommunications companies.

***Data Network Architect / Peering Coordinator*** (2010 – 2011)

Forecasted Internet peering and transit requirements for Internet Service Provider (ISP) business; Consulted on business and service offering initiatives

* Conceived Cell-Site Backhaul architectures for several mobile service providers, thereby enabling high-speed 3G/4G backhaul revenue-generating data services.
* Developed IPv6 transition architecture and strategy for delivery of IPv6-enabled Internet services.

**PRIOR:**

**FPL FIBERNET (now CROWN CASTLE FIBER),** Miami, FL

***Manager, IP/Data Engineering; Peering Coordinator***

**FPL FIBERNET (now CROWN CASTLE FIBER),** Miami, FL

***IP / Data Engineer***

**FLORIDA POWER AND LIGHT (FPL),** Miami, FL

***Network Support Specialist, Network Security Operations***

**EZE CASTLE SOFTWARE**, Boston, MA

***Sr. Network Administrator / IT Lead***

**EDUCATION**

**Master of Science (MS), Information Technology and Assurance**

Kaplan University (now Purdue University Global), Fort Lauderdale, FL

**Bachelor of Science (BS), Computer Science**

University of Florida, Gainesville, FL