

JOHN J. KELLY

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Sr. Sales Engineer & Solutions Architect

Cloud • Virtualization • Security • Business Continuity • Enterprise Solutions • Sales Support

Customer-facing technology leader with progressive record of performance in designing and implementing virtualization, storage, networking, business continuity planning [BCP], and disaster recovery [DR] solutions. Collaborate with sales teams to develop and execute targeted account penetration strategies and build rapport with customers and prospects as main technical point of contact. Conduct large-scale assessments and present to clients, technical staff, and C-suite leaders of startup organizations through Fortune 500 companies. Deliver product demonstrations with customized solutions that remediate clients' business issues. Receive recognition for consultative approach to problem-solving and ability to thrive in fast-paced, high-energy environment.

Core Competencies Include:

Sales Engineering • Solution Architecture • Cloud/Hybrid Computing • Customer Relationship Cultivation • Business Continuity Planning • IT Security

Sales & Profit Improvements • Professional Services • Amazon Web Services [AWS] • Disaster Recovery Solutions • Statements of Work [SOWs] CRM Software (Sales Force, Dynamics)

Account Planning • Stakeholder Engagement • Technology Project Management • Proofs of Concept [POCs] • Data Loss Prevention

PROFESSIONAL EXPERIENCE

AVENUE CODE (COMPASS.UOL) • NE and Central Regions

2024 – Present

Senior Sales Engineer (Consultant)

Provide pre-sales support for both Account Executives and Business Development teams, focusing on digital transformation and AI within the cloud. Recently obtained Google Digital Cloud Leader Certification and AWS Cloud Practitioner.

MICRO STRATEGIES • NYC, NJ, PA

2022 – 2024

Technology Sales & Solutions Specialist

Provide ongoing sales and technical support as technology overlay specializing in disaster recovery, business continuity, cloud, and datacenter solutions. Recommend solutions based on customers' business drivers, leveraging tools to gather data. Work collaboratively with 7 account executives in Northeast Region.

- Assessed pharmacy client's aging infrastructure and recommended hyper-converged solution that provided one pane of glass to facilitate client's cloud readiness and reduced datacenter footprint by 75%.
 - Partnered with client to write scope of work, including wraparound services, and subsequently oversaw migration.
- Collaborated with leading publishing company's in-house team to remediate issues associated with costly co-location datacenter and outdated equipment, enabling client to realize \$50,000 in annual cost savings.
 - Devised and executed strategic migration to new co-location datacenter, establishing redundancy between Hawthorne, NY, and Chicago, IL, and included new hardware, networking, and backup solutions.
- Surpassed sales quota consistently and forged relationships with vendors to grow solutions business.
 - Developed and implemented growth strategies in partnership with account executives; engaged in account mapping with Tier 1 vendors to identify avenues to fuel incremental business.
- Worked with higher education institutions in restructuring SQL and database environments; inventoried and decluttered datacenter equipment, leading to significant savings in power and cooling expenses.
 - Prepared client for virtual desktop project and initiated POC for further advancements.

SHI • NYC, NJ, PA, DE

2020 – 2022

Field Solutions Engineer

Served as senior solutions architect and pre-sales engineer supporting enterprise Fortune 1000 accounts through team of 8 account executives. Conducted strategic account planning and analyzed clients' issues to provide effective solutions. Selected to support the New England region for 8 months, providing coverage for 6 additional account executives. Focused on hybrid cloud, security, BCP / DR, hyper-converged cloud, and professional services. Selected to transition to facilitate needs of public sector clients.

- Exceeded quotas on quarterly basis of 20 to 30 percent.
- Evaluated leading insurance company's storage environment, conducted metric assessments, and recommended storage arrays tailored for database management and daily operations, resulting in enhanced user response times and productivity.

- Led transformative project for manufacturing company, initiating transition to cloud-ready state from VMware to Nutanix Hypervisor, saving \$150,000 in annual VMware renewals.
- Facilitated public transportation system's transition from on-prem datacenter to AWS; led cloud readiness assessment, including mapping dependencies and conducting environment due diligence that saved client money in datacenter costs.

PCM • New York, NY

2018 – 2020

Pre-Sales Engineer & Solution Architect

Drove business development by supporting efforts of 10 account executives in Northeast region with focus on VMware product suite, cloud, and hyper-converged solutions. Surpassed revenue and gross margins each quarter. Collaborated on special projects in Midwest and Southern California for desktop virtualization and cloud readiness assessments. Contributed to business expansion.

- Conducted due diligence and worked with vendor to secure discounts on hardware and storage as part of transitioning NY-based credit union from on-prem datacenter to co-location center.
- Assessed hedge fund's virtual desktop environment and led POC in VMware and cloud; wrote SOW for subsequent migration.

INSIGHT • National

2016 – 2018

Pre-Sales Engineer & Solution Architect

Managed and grew VMware sales opportunities in partnership with account executive and services account executive. Achieved sales and profit goals through ongoing on-site client engagement. Developed and proposed VMware solutions to clients with focus on cloud computing. Performed needs assessments to share recommendations.

UNITIV, INC. • NJ, NYC

2015 – 2017

Solution Architect

Designed enterprise solution architecture, emphasizing VMware technology. Partnered with up to 10 sales team members in presentations, defining solutions, and creating proposals, spanning infrastructure virtualization, disaster recovery, and network solutions. Tailored solutions in alignment with clients' technology needs, business objectives, and budget constraints. Delivered SOWs, POCs, and post-project documentation. Oversaw solution installations, ensuring on-site implementation met budget and time constraints. Strengthened partnership with VMware, enhancing collaboration and driving business expansion.

- Implemented new hardware and storage and set up secondary storage and compute in disaster recovery environment for healthcare company; executed VMWare's site recovery manager that allowed client to replicate data and meet recovery times.
- Designed and implemented VMware vSphere jumpstart solution with storage virtualization and backup for small healthcare provider.
- Directed implementation of in-house backup / disaster recovery solution for international video distribution company, reducing costs by \$1000 monthly and improving backup time from 12 hours to 4 hours.

JK COMPUTING & NETWORKING, LLC • NYC, NJ

2011 – 2015

Solution Architect / Sales Engineer & Project Manager

Served as SME in enterprise business continuity and data center solutions, specializing in VMware virtualization. Consulted for 50+ clients across sectors, including banking and healthcare. Partnered with firms [Bluewater, CDI, ASI] for pre-sales assessments. Executed business continuity impact analysis and VMware health checks. Delivered expertise in Server Virtualization, View Desktop, SRM, ThinApp, vCOPS, and Veeam backup. Advised on storage solutions [EMC, HP, Dell, NetApp].

- Managed project design and delivery of major broadcasting company's first disaster recovery simulation during complex 12-month project that included simulating failover across 2 locations and business entities with no established disaster recovery procedures.
- Improved storage, licensing, and hardware within Connecticut-based hospital's VMware View Desktop environment. Led upgrades that provided secure mobile desktops through iPads and integrated into electronic medical records [EMR] system.

Additional Experience: HSBC BANK PLC: Sr. Engineer/Architect – VMware Team Lead

2007 – 2011

- Team Lead for NE VMware group. Installed, configured and managed VMware environment on behalf of the North American region. Executed patches and software upgrades and served as a key contributor in project design and execution for enhancements and expansions.

EDUCATION / CERTIFICATIONS

NEW YORK UNIVERSITY: Coursework toward Bachelor of Science in Technology • New York, NY

PACE UNIVERSITY: Coursework in Management & Marketing • New York, NY

Certifications: Google Digital Cloud Leader • AWS Cloud Practitioner • VMware Certified Professional: Data Center Virtualization [VCP-DCV] • VMware Certified Professional: Cloud Management & Automation [VCP-CMA] • VMware Certified Advanced Professional Cloud Management & Automation [VCAP- CMA] • VMware Certified Professional: Network Virtualization [VCP-NV] • Dell Technology Architect, Midrange Storage [DCS-TA] Dell Technology Associate Converged Systems and Hybrid Cloud • Nutanix NCSR and NCSX • Meraki Certified Network Associate • Rubrik Technical Associate • Veeam VSP & VTSP • Cisco Technical Sales Lenovo Client Virtualization Technical Sales • NetApp NCTA

TECHNICAL COMPETENCIES

Windows Server 2016, 2019, 2022, HPe, Dell and Lenovo Servers, HC and HCI solutions (VX-Rail); Nutanix Solutions, HPe and Dell Blade systems; Cisco UCS Servers and Blades, HPe & Dell SAN Solutions, IBM Block Storage, NetApp, VMware ESXi, VMware vCenter, VMware Horizon Suite, VMware Site Recovery Manager, vRealize Operation Manager, vRealize Automation & VMware NSX, VMware Workstation, Veeam Suite, Rubrik. Cisco & Meraki Networking. Fortinet, Checkpoint.