

## **Dominic Kay**

[dominic.kay@gmail.com](mailto:dominic.kay@gmail.com)

Home: +353 74 93 81 726,

Mob: +353 83 14 76 400.

### **Profile**

An experienced technical specialist, product manager and line manager with over 20 years of experience across technologies and companies and an ability to communicate to all audiences from engineer to CIO level, on complex technologies and their business benefits.

Technical product ambassador and evangelist for global sector leaders; speaker and representative or technical trainer for international technical marketing events.

Experienced technical manager with excellent track record of building and leading highly technical global teams.

Looking to return to a individual contributor technical role after a period of illness.

### **Specialisms**

Technical software product management for operating systems and storage.

Product marketing and advocacy , technical team leadership, people development and management.

Technical authoring of system documentation and whitepapers on systems performance and tuning and general web-based technical content.

Operating systems, storage protocols and relational databases.

System performance tuning and competitive product analysis.

### **Key Achievements**

Product Management for all operating system storage software and Sun Microsystems and later Oracle Inc.

Development and delivery of technical training courses on operating systems.

International conference speaker on operating system and storage technologies.

Author of technical whitepapers on storage and systems performance.

Named reviewer of textbooks e.g. Solaris Internals 1<sup>st</sup>/2<sup>nd</sup> Ed, Systems Performance: Enterprise and the Cloud.

## **Career Summary**

**Technical Marketing Author, Ericsson. 2016 (1 year).** Writer for Hyperscale Cloud group of products and technologies – blogs, whitepapers and general marketing collateral. Remote working and in Sweden.

**Technical Author, Joyent Inc. 2013 (1 year).** Technical writer on manuals and customer-facing documents for Joyent container, server and web products.

**Principal Product Manager, Solaris Data Technologies, Oracle Inc. 2008-2012.** Product management responsibility for Sun Microsystems and later Oracle Inc storage software portfolio; file systems, storage protocols and data services. Author of technical and competitive whitepapers, internal reviewer of documentation. Requirements analysis and customer advocacy for global customers.

**Systems Performance Consultant, Solaris Engineering, Sun Microsystems Inc. 2006-2008.** Development of performance benchmarking and application IO simulation tools to aid internal development efforts. Benchmarking and competitive analysis of company and competitor data storage and operating system products. Development of technical marketing collateral. Presentation at industry conferences and technical evangelism.

**Technical Consultant, Sun Microsystems Inc. 2004-2006.** Post-sales technical consulting and troubleshooting for storage products and “big storage” performance management. Customer consulting and customer escalation engagement management, benchmarking, pre and post-sales technical presentation, and solution design.

**Technical Team Leader, Sun Microsystems Inc. 2002-2004.** Technical leader on large scale customer projects, Management and technical lead on systems performance customer-satisfaction escalations.

**Line Manager, Technical Project Management Team Sun Microsystems Inc. 1999-2002.** Responsibility for a team of 25 technical project managers across UK, recruitment, training and objective setting. Project management of product/technology escalations in global accounts.

Technical Project Manager, Sun Microsystems Inc 1998-1999

Senior Technical Analyst, Dell Computer Corp, Bray, Ireland 1996-1998

Infrastructure Architect, HSBC Bank UK 1994-1996

Unix Systems Administrator, EDS UK 1993-1994.

UK Government ->1993