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April 30th, 2021  
  
Eric St. John  
Sr. Director, Solutions Engineering  
F5 Networks

Dear Eric:

Ready to further my career in partnership with a cutting-edge and future-facing organization, F5’s need for a Volterra Solutions Engineer immediately caught my attention. As an innovative and insightful leader, your needs and my talents appear to be a solid match.

Over the course of my career, 12 years of which were at F5, I intentionally took on cross-functional roles across the entire spectrum of the customer experience, from technical sales to customer requirements to architecture and design to release management to customer support, and then back around through the lifecycle. I built and led the first Cloud-focused team at F5 Networks, developing our vision and strategy, guiding our leadership and achieving executive consensus, and managing the five disparate development teams needed to execute.

In all my roles, customer focus and engagement were critical, as were developing solutions to business and technical challenges, directly supporting the sales process. During my tenure at F5, I was the Lead Sales Engineer at Microsoft for 3 years, our largest customer by far at the time representing 3% of our yearly worldwide revenue.

Some of my accomplishments while in that role:

* Delivered $30M in annual revenue as sole Sales Engineer on the Microsoft account team
* Increased customer device count by 300% and revenue by 400% with only one additional team member
* Closed and directed F5’s first two successful production deployments of revolutionary VIPRION chassis architecture at Microsoft Global Network Services (GNS) and Xbox Live
* Pioneered detailed proof of concepts and authored a Solutions Guide to direct a third-party integration for GNS, further tethering their environment to F5 which ensured ongoing revenue as they scaled

Looking back on my career, I have realized my happiest days were during my time as a Sales Engineer, working with customers and fellow Engineers to drive revenue and develop innovative solutions to deliver new business for the company. While non-technical, demonstrating sales leadership at my commercial restroom supplies company was also an immensely rewarding experience. I would be proud and honored to bring my skills and experience back to F5.

Sincerely,

Gary B. Genett