Personal Particulars

Name:	Mark Allan Reyes Santos
Address:	Blk 111 Commonwealth Crescent #02-296 Singapore 140111
Telephone:	(65) 9061 0423
Email:	mark0826santos@hotmail.com
Birth Date:	23th December 1980
Sex:	Male
Marital Status:	Married with 3 kids
Nationality:	Filipino
Pass:	Employment Pass (13 Years)

Summary

I'm currently working as a Regional Senior Manager for Oracle Singapore. A hands-on and trusted leader managing 9 Solutions Architects and Customer Success Managers in ASEAN region. A tech evangelist with more than 20 years of IT experience with deep and versatile technical skills in many different fields of IT. I have a total of 54X IT trainings and certifications namely, OCP, DevOps, Linux, AWS, Azure, TOGAF Enterprise Architect, VMware, MCITP, MCSE, MCSA, MCP, O365, Citrix, CCNA, CEH, CompTIA, MOF, ISF, ITIL.

A consistent multi-awarded employee, winning the best champion employee awards in all the companies I have work with. Delivering success and growth of the business. Always overachieving and dedicated at work. Promotes camaraderie and team work to the company. Work as a team Win as a Team attitude!

A trusted advisor of company executives and key decision makers like company President, Owner, CEO, CTO, CFO, IT heads and engineers. Responsible on the design of IT Infrastructure, Applications and services across all Business Units and Departments. Ensuring all business pain points are addressed/solved, company roadmap and blueprints are well planned and executed properly. I also help companies automate and streamline business processes and integrate complex applications. I do deep dive business and technical workshops for digital transformation and to modernize legacy infrastructure and applications. I also ensure that business operations achieves Operational Excellency, ensure customer centricity and satisfaction.

Worked as a Solutions Architect, Chief Engineer, Technical Trainer/Writer, Security Engineer, Systems Engineer, Database/Apps Engineer, Automation Engineer, Datacenter Engineer, Network Engineer, Wintel, AD and Messaging Engineer, Unified Messaging/PBX Panasonic Hybrid Telephony programmer, Project and Technical/Service Delivery Lead. Strong on Cloud technologies/applications, Infrastructure, Application Development, successful Automation projects, Data management, Analytics, Security and AI/ML, Blockchain emerging technologies.

Skills

Oracle Cloud Infrastructure (OIC)	Nginx, IIS, Weblogic, Apache	Database – Oracle, MS SQL, MySQL, Postgre, MongoDB, NoSQL, Redis
AWS Cloud	Data Center	Analytics – PowerBI and Oracle Analytics Cloud
Azure Cloud	Infrastructure	Oracle Data Integrator
CentOS	Network – CDN, DNS, VCN, GWs, IPSec VPN, Fastconnect, LB	Enterprise Data Warehouse/Data Lake, Big Data
Ubuntu	Security – Cloud Guard, VSS, OSMS. KMS, WAF, 2FA	Application Integration – APIs, API GW
Oracle Enterprise Linux	Low Code Dev	VMware vSphere 5, 6, 7
Red Hat Enterprise Linux	AppDev	Hyper – V
DevOps Kubernetes, Terraform, CI/CD, Lambda	Java, Powershell, Python, PHP, Nodejs	AI/ML, Blockchain

History of Employment

ORACLE Singapore

Duration: 1 December 2017 till present

Position: Regional Senior Manager | Technology and Cloud Engineering

Job Responsibilities

- Formulate, Lead , Architect and Design - Hybrid Cloud solutions, Migration, Implementation and Oeprations Strategy for new and existing customers
- Lead presales technical/functional support activity to prospective clients and customers; Develop and deliver outstanding presentations and demonstrations.
- RFP/RFI responses, sizing and capacity estimation, cost benefit analysis derivation
- Be creative with strong problem solving skills and the ability to adapt and succeed in a fast paced and continuously evolving
- Coach/advise business and technical teams on effective ways of dealing with competitive traps and objection handling
- Build / Leverage assets that help simplify available information into key sales messages helping sales teams with value based selling, business case definition, ROI analysis, position references and analyst data.
- Actively participate in organizational skill exchanges and transfers expertise to others.
- Design/ leverage and implement programs that result in adequate pipeline to ensure over-achievement of regional sales targets
- Continuous improvement in self-research, learning and readiness on the new public and Hybrid cloud services offerings.
- Stay abreast of global and regional cloud and on-premise landscape and the competition
- Extend and enlarge the knowledge base of the domain of expertise by defining new approaches, by coaching others and by leadership in their professional communities internally and externally.
- Drive activities to increase awareness, demand and adoption of Oracle Hybrid Cloud portfolio of services and products.
- Working with Oracle's Consulting organizations and partners to proactively ensure on time and budget implementation of positioned solution
- Post Sales technical support to Top customers

Reference

Name:	Abhijit Thakur
Designation:	Senior Director – Solution Engineering EMEA Software
Contact:	+31 6 15271434
Email:	abhijit.thakur@oracle.com

Name:	Dhamitra Jayasuriya
Designation:	Director – Solution Engineering ASEAN
Contact:	+971 58 276 4913
Email:	dhamithra.jayasuriya@oracle.com

Other previous work experience

HP Service (Singapore) Pte. Ltd.

Duration: 24 February 2009 till 14 August 2017

Position: Technology Consultant Level 4

Universal Holidays, Inc. (Philippines)

Duration: 05 July 2002 till 19 January 2009

Position: Senior Systems and Network Administrator

Education

June 1998 – December 2001   *De La Salle University – College of Saint Benilde, Philippines*

Bachelor of Science in Business Administration (major in Human Resource Management)

Professional Certificates

Attached.

Linkedin

www.linkedin.com/in/mark-allan-santos-305b39145