

Jason Jones

Speciality Channel Manager

EXPERIENCE

Dell Technologies, Charlotte, NC — Data Protection Channel Manager

FEB 2018 - PRESENT

- Channel Partner Development, charged with Engagement, Enablement and Demand Generation activities for partners in the Mid Atlantic and Southeast
- Professional Speaking

Dell Technologies, Charlotte, NC — National Channel System Engineer

MAR 2016 - FEB 2018

- Channel technical empowerment and community building
- Customer Facing and Channel technical deal support
- Channel solutions & cross selling to help DELL EMC sell the Big Picture to partners

DataGravity, Charlotte, NC— Solutions Architect

MAR 2015 - FEB 2016

- Partner recruitment and training
- Evangelize security enabled primary storage systems
- Perform design and deployment tasks to include data migration services

EMC, Charlotte, NC— Advisory Technical Consultant

MAY 2010 - FEB 2015

- Specialist on EMC Data Protection Portfolio
- Channel Partner enablement and deal support
- Exceeded goal every year

Various Resellers, Charlotte, NC— Solutions Architect +

DataLink / Consonus Technologies / Strategic Technologies / Piedmont Technology Group

JAN 1993 - MAY 2009

- Solution Design / Architecture
- Project Management
- National sales overlay for NTAP
- Professional Speaking
- Solution Design and Deployment / Storyboard Selling

EDUCATION

University of North Carolina Charlotte — BS Engineering

University of North Carolina Charlotte — Coding Bootcamp

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Rock Hill, SC 29730
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SKILLS

- Professional Customer Facing Events (virtual or in person)
- Business Development
- Sales
- Partner Development
- Match customer needs with solutions
- Entrepreneurial Self Starter

TECHNOLOGIES

- Javascript
- Node.js
- Express
- React
- MYSQL
- MongoDB
- Express
- Authentication
- Sequelize
- Heroku
- Github