

# 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**

656 Bancroft Drive  
Rock Hill, SC 29730  
803.620.3501

[jason.e.jones@gmail.com](mailto:jason.e.jones@gmail.com)

[\[linkedin\]](#) [\[github\]](#)

## 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