

JULIUS DURU

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PROFESSIONAL SUMMARY

Result-oriented System Administrator with strong background in data-driven problem solving. My extensive experience in IT Infrastructure management, optimization and troubleshooting including design, implementation, securing and maintenance of systems has reflected in my roles across cross-functional teams in various IT units. My objective is to take a leading role in ICT project planning, implementation and management.

WORK EXPERIENCE

Presales Manager - Cyberoutcome Limited, Lagos

- Designed and setup lab environments for technical demos based on Microsoft Hyper-V. Created active directory and deployed Netwrix, MSSQL, Checkpoint and Commvault with other solutions for demos to customers.
- Preparation of technical documents including RFIs, Proposals, SLAs, demos, product documentations, scoping, bill of materials, cost estimates, licensing requirements, sizing, quotes and presentations
- Engaged C-Level management on all solutions to provide technical clarifications and objections management
- Organised POCs, POVs with prospects.
- Liaised with OEMs, distributors and partners on all products
- Understand customer requirements including business needs and recommend cybersecurity solutions that meet their need or pain points.
- Tracked progress of professional trainings of presales engineers and sales team and provided leadership.
- Coordinated deal registration for all products
- Represented Cyberoutcome in Tender/ Bidding meetings with prospects.

Senior Presales – Cybercloud Platform Limited, Lagos

- Engaged C-level executives on Cybercloud Platform solutions, providing tailored presentations and product walkthroughs.
- Prepare proposals, pricing templates, quotations, service level agreements, and nondisclosure agreements to meet customer needs.
- Analysed project requirements and preparing corresponding pricing for all products.
- Collaborated with procurement and technical teams to deliver solutions.
- Gathered market intelligence on competitors and cloud computing industry trends.
- Prepared weekly sales reports for management.
- Developed pricing templates for all Cybercloudhost webhosting products and other solutions.
- Supported sales team with demos and product presentations for clients.

Presales Lead – Cloudflex Limited, Lagos

- Deployed and maintained Zoho business software solutions – Zoho people, Zoho desk and Zoho Customer Relationship Management.
- Deployed domain controller and managed users and devices
- Administration of Microsoft Exchange Server and SharePoint Server. Creation, support and management of all user emails.
- Staff email backups and email issue resolution
- Provided support to sales team in form of analysis of technical customer requirement,
- Prepare and present service demos and customer engagement on technical issues
- Organized product trainings for new staff
- Prepared scope of work, demos, and product sheets on various cloud solutions

Trainer - New Horizons Limited, Lagos

- Trained Babcock University students on Customer Relationship Management (CRM) and Advanced Microsoft Excel
- Managed student result, including result preparation and uploading.

Data Center Operations – Ecobank Nigeria Plc

- Monitor, record and escalate equipment performance in the Data Centre.
- User access management in Datacentre.
- Enforce backup policy in the Data Centre; ensure backup tapes are taken to off-site location as scheduled.
- Preparation of process and procedure documents.
- Enforcement of security policies in line with Datacentre management.
- Infrastructure and Vendor management.

EDUCATION

Postgraduate Diploma – Computer Science, Ladoke Akintola University of Technology

Higher National Diploma – Computer Science, Abia State Polytechnic

TRAININGS & CERTIFICATIONS

- Full Stack Data Science – Digital Regenesys Business School
- Commvault Technical & Cloud Sales
- CheckPoint, Onedidentity, Netwrix (Training)
- Information Security Management Systems ISO 27001 (training)
- Veeam Certified Technical Sales Professional
- Microsoft Office Specialist
- Cisco Certified Network Associate
- ITIL Foundation
- Project Management Professional (training)
- Datacenter Operations Manager DCOM certified (Capitoline)

TECHNICAL SKILLS

- **Data Visualization:** Power BI, Tableau, Advanced MS Excel
- **Data Science:** Machine Learning, Deep Learning, Natural Language processing, Big Data, MLOPs
- **Databases:** MySQL, MSSQL, MongoDB
- **Web Development & Programming:** PHP, Django, Python, SQL, R
- **Cloud Technologies:** AWS, Zoho SaaS
- **System administration:** Windows and Linux server, Active directory management, VMWare and Hyper-V
- **Project Managemnt:** MS Project
- **Backup and Recovery:** Veeam, Commvault, Claudian
- **Tools:** Google Colab, Jupyter Notebook, Excel, Git, VS Code, MS Excel

SOFT SKILLS

- Strong analytical and problem-solving abilities
- Excellent communication, writing, and technical documentation skills
- Experience in cross-functional team collaboration
- Proficient in product management and planning
- Self-motivated, passion for continuous learning and data-driven decision making
- Continuous Learning and research