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| Sunil Modi 1390 Market St Apt 1709 San Francisco CA 94102  66-889-6441emai  U.S. Citn |

## CERTIFICATIONS & TRAINING

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| Cisco Certified Network Professional (CCNP) | Cisco Certified Network Associate (CCNA) |
| Microsoft Certified Systems Engineer (MCSE NT 4.0) | Certified NetWare Administrator (CNA 4.11) |
| Microsoft Certified Professional + Internet (MCP + I) | Cisco MPLS Training Course (Global Knowledge) |

**TECHNICAL EXPERIENCE**

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| --- | --- |
| WAN Technologies: Frame-Relay, ATM, MPLS, Ethernet | LAN: Cisco, Juniper, Brocade, Arista, H3C, Meraki |
| Operating Systems: RedHat, Ubuntu, Windows | Data Center/Core: Cisco, Juniper, Brocade, H3C |
| Routing Protocols: RIP, BGP, EIGRP, OSPF, ISIS | Load Balancers: F5, Cisco CSM, ArrowPoint, Radware |
| Authentication: TACACS+, AAA, RADIUS | QoS: CB-WFQ, LLQ, DSCP, Packeteer |
| Scripting: Perl, Shell, ASP, CGI, Expect | WAN Optimization: Riverbed, Infineta, SilverPeak |
| Firewall / Security: Juniper SRX, Cisco ASA, PIX, Checkpoint, Fortinet | Network Monitoring: Zenoss, What’s Up, E-health, CiscoWorks, Big Brother, Cricket, Nagios, Cacti, Cascade, Nexpose, InMon |

### WORK EXPERIENCE

**Cisco Systems (Meraki Cloud Networking Group )** San Francisco, CA

*Strategic Global Sales Engineer - Service Provider* Nov 2013 – August 2015

* **Closed 245% of Quota** ($11M Goal, $27M Achieved)
* Primary SE launching Market/Product offers with over 20 Global MSP’s
* Created CMNO Certification - Certified Meraki Network Operator
* **Trained over 200 Partner SE’s/NOC Engineers** on Meraki Full Network Stack and Management (50+ Classes held / 8 hours per class)
* Internal Cisco SE Team Development: Created Comprehensive Meraki Solutions and Training Guides

*Inside Sales Engineer* Jan 2013 – Nov 2013

* Supported 80+ Sales Reps for accounts under 1000 employees or 4000 students
* SME for all Meraki Products (Wireless, Switching, UTM/Firewall, MDM)
* Understand customer requirements, deliver solutions and find opportunities to upsell
* Assisted in end customer business development and strategy
* Over 100% quota achievement per quarter, minimum $22 million

**Hotwire, Inc. (Expedia Inc.)** San Francisco, CA

Sr. Network Engineer Jan 2012 – Dec 2013

* Maintain 3 Data Centers with a primarily Cisco network infrastructure
* Programmed and maintained automated router maintenance scripts using expect/Tcl
* Brought all production and dev environments up to 2102 PCI Compliance standards
* Implemented and maintained Central Network monitoring Server leveraging open-source
* Implemented MPLS for Site-to-Site WAN connectivity zero packet loss failover
* Participated in Network Team On-Call rotation
* Learned, Maintained and documented IVR system as well as implemented new initiatives
* Decommissioned Call Center DS1’s by utilizing lower cost links saving the company $18K/year

**Dreamworks Animation, SKG** Redwood City, CA

Sr. Systems Engineer – Storage Network Backup Nov 2009 – Jan 2012

* Manage Network Infrastructure, 4 Data Centers, for entire studio consisting of 16 Core Routers, 4 Firewalls, 8 Loadbalancers, 3 Wireless Controllers, 100+ Switches, mix of Foundry, HP, H3C, Nortel, Cisco
* Deployed Cisco Wireless Solution, WCS with 150 AP’s with HA
* Network infrastructure supports 2500 users, 3500 user devices, 1000 servers, 10000 render machines
* Familiar with Vendor Interoperability issues between Foundry, Cisco, Fujitsu, HP, Nortel, Netscreen, ASA,
* Currently planning building move for both data center and employees
* Document entire network both visual and written as well as developing templates moving forward
* Basic RedHat Enterprise Linux (RHEL) administration
* Manage Netapp Data Storage and Caching for data delivery and rendering (8+ PB Storage)

**Telekenex** San Francisco, CA

*Sr. Network Engineer II / Manager of Implementation* Jan 2009 – Nov 2009

* Manage a team of 4 Engineers for Implementation of new customers into Telekenex
* Team works with both the customer and Project Manager to understand needs of customer, programs equipment and cuts the customer over to the Telekenex network
* Documented current network and troubleshooting steps for Engineers to follow
* Technical Escalation point for team
* Defined roles and responsibilities ie each team member acted as SME across unique product lines
* Test new technologies for circuit delivery to customers
* Participate in a 24x7 weekly on-call rotation
* Attained Managerial role in just over 2 months after joining Telekenex
* Successfully migrated 300+ existing Frame-Relay T1’s to new T1’s in 3 months

*Sr. Network Engineer*  April 2009 – Nov 2009

* Maintain nationwide MPLS network consisting of 9 POP’s (Cisco 7600’s) and 9 BDR’s (Cisco 7200’s)
* Support and troubleshoot private Point-to-Point Ethernet, OC-192, OC-3, DS-3, DS-1, DSL, VPN, etc.
* Work with customers for LAN troubleshooting, change requests, and network design alterations
* Give Sales Engineering presentations to potential, new and existing customers
* Implement SIP/Skinny and provide QoS (LLQ, DSCP) on T1’s, and xDSL circuits for both Voice and Video
* Participate in 24x7 on-call rotation

**Straitshot Communications** Bellevue, WA

*Senior Network Engineer / Team Lead*  Sept 2007 – Jan 2009

* **Attained Team Lead position within 8 months of joining company**
* Responsible for support, maintenance and consolidation of a nationwide MPLS network consisting of 5 POP’s; Juniper M10i and Fortinet 500A Firewall per POP
* Design, implement, support and monitor customer networks over private T1, xDSL, and VPN (DSL & EVDO) circuits
* Designed Implemented and Maintained integrated DSL, Public WiFi, Private POS Networks for small Franchise Deli
* Support existing customer networks consisting of over 100 customers and 600 circuits
* Implement SIP and provide QoS (LLQ, DSCP) on xDSL and T1 circuits for both Voice and Video
* Tier 3 Escalation to incoming support calls, monitored alerts, email requests, and tier 2 call overflow
* Sales engineering and integration presentations for over 40 potential and existing customers
* Work with customers for LAN troubleshooting, change requests, and network design alterations
* Mentor Level I and Level II technicians and hold weekly “Lunch-and-Learns” covering CCNA topics
* Weekly review with Manager of escalated customer issues and outstanding service issues
* Participate in 24x7 on-call rotation
* Created web-based scripting utility for programming of routers for both implementation and replacement
* Designed and implemented major customers: The Ram restaurants, US Bearings

**Cingular Wireless (AT&T Fortune 50)** Seattle, WA

*Senior IT Analyst (Network Operations Center)* Nov 2006 – Sept 2007

* Monitor and Break/Fix for entire Cingular Wireless IT LAN/WAN Network
* Ability to diagnose and resolve complex technical issues for users, call centers, retail locations, and 3rd party vendors
* Troubleshoot T1 (DS1)/T3 (DS3)/ OC-3/ OC-12/ OC-48/ OC-192 /SONET/ATM
* Troubleshoot HSRP, spanning-tree, VTP, OSPF, BGP, VPN (Nortel, Cisco & Juniper), Firewalls (Checkpoint, Netscreen), Access Control Lists
* **2000+ Retail locations nationwide** (Cisco 3700, 2800, 2600, 1700 and Nortel ARN)

**Borders Group, Inc. (Fortune 500)** Ann Arbor, MI

##### Network Engineer Jan 2005 – Nov 2006

* **Sole Network Engineer of a Fortune 500 Company (Sept. – Oct.)**
* Successful conversion of all locations - Frame-Relay to MPLS (PIP) (700 Stores) - VSAT to Managed DSL (500 Stores) [**1200 Locations Worldwide**]
* Led implementation of store network segmentation
* Created and maintained process and utility for automated web based Router configuration generation
* Segmentation of LAN Network; Separated users (1500 users) from server VLAN
* Implemented Quarterly Network LAN and WAN testing
* Responsible for maintaining LAN (4 Core Routers, 4 Core Switches, 80 Access Layer Switches) and Global WAN (1200 Routers, 1100 Switches)
* Programming ability with Perl and Shell Scripting to automate Network Reports
* Maintain Packeteer Packet Shaper, Concord E-Health and CiscoWorks
* Investigated new products such as E-Health, IXIA, Cisco (CSM, Mars, Clean Access), Nortel
* College Recruiting – Michigan State University and University of Michigan

*Enterprise Architect [6 months]* June 2004 – Jan 2005

* Automated monthly trend reporting for upper Management (Statistics for ~300 Servers)
* Integration of trending and capacity reporting for all Production/Non-Production equipment
* Researched, Planned and Created a strategic International Expansion Plan – College Grad Program
* College Graduate Rotational Program
* Cost analysis for Resources and Applications; Data gathered from trending application
* One month rotation with Level 2 Help Desk working with stores on all issues

#### EDUCATION

**B.S., Electrical Engineering** May 2004

# **Emphasis in Cost Accounting and Economics**

Michigan State UniversityE. Lansing, MI

### INTERESTS and AFFILIATIONS

* Personal Fitness
* Language Proficiency - Hindi and Gujarati
* Play Classical Instruments – Harmonium and Tabla (Eastern Indian Drums)