

Summary of Qualifications:

Exceptional interpersonal skills balanced by a strong technical and managerial skill set which enables effective interfacing with developers, engineers, managers and executives. Skill set includes generating new revenue via fostering critical relationships with key business stakeholders, to managing and executing the delivery of the solution and finally the follow-up to continue generating future business.

Specialties:

Hybrid and Multi Cloud Architecture, Cloud Native Designs, Multi-Mode and API Strategies, Cognitive Application Augmentation, BlockChain Use Cases, OpenSource Business transformation utilizing innovative technologies. DevOps architecture design and implementation including IBM UrbanCode, Chef, Puppet and virtualization.

Qualifications:

- BS Degree Computer Science
- 12+ years of experience as a technical specialist in Customer-facing role
- Strong practical Linux and Windows-based systems administration skills in a Cloud or Virtualized environment; Experience building sophisticated and highly automated infrastructure
- Prior success in automating real-world production environment at several Fortune 100 companies (networking, financial, health care and retail)
- Experience with seamless/automated build scripts used for release management across all environments.
- Understanding and experience with code deployment
- Experience with Chef, Puppet, and UrbanCode
- Familiarity with IBM Bluemix (CloudFoundry), AWS, OpenStack, BlockChain,
- Disruptive technologies (IBM Bluemix, Pivotal, Chef, Puppet, Microservices, Docker)
- Strong scripting skills, i.e., Powershell, Python, Bash, Ruby, Perl, etc.
- Knowledge of IP networking, VPN's, DNS, load balancing and firewalling.
- Experience with automated testing tools (ie. Selenium, JMeter).
- Understanding of Service-Oriented Architecture (SOA and REST) and microservices
- Experience with revision control source code repositories (GitHub, SVN, TFS)

Experience:

6/2003 – Present	IBM Hybrid Cloud, Bay Area, California
	IBM Hybrid Cloud Executive Technical Specialist
	Working as the key technical specialist to help discover, nurture and close large deals across IBM Hybrid Cloud and DevOps technologies. Impact has resulted in \$18M+ sales which resulted future sales and significant professional services contracts.
	Ranked as one of IBM Hybrid Cloud leading technical specialist with experience in almost all aspects of IBM Hybrid Cloud/DevOps offerings. Certified as an IBM Cloud Architect and a DevOps Specialist.
	Responsible for all aspects of pre-sale support including needs analysis, RFP/RFI response, technical presentations from C-level to technical level, product demonstrations, Proof-of-Concept trials, competitive analysis, and account

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support.

7/2000 – 5/2003	Rational Software , Cupertino, California
	Technical Pre-Sales Engineer
	Responsible for enabling customer success through the adoption of modern software engineering practices and developing business strategies based on Win/Win technical solutions for Rational and its customers.
	Represented Rational through both Pre-sales and Post-sales support activities by presenting, demonstrating and conducting POC's with visual modeling, automated software testing, configuration / change management and software development environment products. Services include software development process consulting, architecture/design consulting, tool integration, and product and technology training.
	Instrumental in developing custom sales strategies, which address customer issues by leveraging Rational's automated component based development products through technology briefings, product demonstrations, and identification of customer issues, and high intensity proof of concepts. Successfully help close two multimillion dollar sales.
4/1996 – 6/2000	Medical Research Institute , San Bruno, California
	General Manager
	Instrumental in launching a nutraceutical start-up company that developed a product for the pharmaceutical industry. Established the company wide NT based system infrastructure, which included LAN, accounting system, an integrated WAN warehousing and shipping system and the corporate web site. Other responsibilities include budget development and management, business plan development, project management, marketing channels and collateral, national sales force, office management and clinical study coordinator.
2/1992 – 4/1996	Consulting Psychologists Press , Inc., Palo Alto, California
	Director of Information Technology , 3/93 – 4/96
	Successfully transitioned a PC based system to a Unix based enterprise wide ERP system, Lawson, using ORACLE as the database engine. Responsibilities included three networks; 100 nodes Novell PC and MAC network, a HP 9000 Unix server and a Linux Internet server. Dramatic reduction in overhead, direct labor and increased marketing efficiencies were attained within one year of implementation. Full budgetary and staffing responsibilities.
	Information System Manager , 2/92 – 3/93
	Stabilized a legacy PC-Based system that decreased downtime by 75%. Managed all aspect of information, including a 100-node PC and MAC based Novell network, integrated desktop management solutions for every employee (MS Word, MS Excel, MS Outlook) and a local and wide are network between Palo Alto and Washington, DC.

**Awards/
Recognition:**



IT Specialist Profession Certification - Level 3

Cloud Technical Sales Foundations

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IBM Awards

Outstanding Technical Achievement Award (OTAA)
Manager Choice Award
Eminence and Excellent Award
Hundred Percent Club (several years)

Education:

MBA

Santa Clara University, Santa Clara, California

**Bachelor of Science,
Computer Science**

Western Illinois University, Macomb, Illinois

IBM Specific :

PBCs (Rated #1 6 times over 12 years)

2004 - PBC 1 : among the top contributors this year
2005 - PBC 2 : solid contributor
2006 - PBC 2 : solid contributor
2007 - PBC 2+ : above average contributor
2008 - PBC 2+ : above average contributor
2009 - PBC 2+ : above average contributor
2010 - PBC 2+ : above average contributor
2011 - PBC 1 : among the top contributors this year
2012 - PBC 1 : among the top contributors this year
2013 - PBC 1 : among the top contributors this year
2014 - PBC 1 : among the top contributors this year
2015 - PBC 1 : among the top contributors this year

Awards

2011 - OTAA (Outstanding Technical Achievement Award)
2011 - Hundred Percent Club
2012 - Hundred Percent Club
2014 - Manager's Choice Award - 2014
2015 - OTAA (Outstanding Technical Achievement Award)
2015 - Eminence and Excellent Award
2015 - Promote to Band 10 (Technical Sales Executive)
2016 - Manager's Choice Award – 2014
2016 – 123% quota attainment

Rational Certifications

ClearQuest
ClearQuest Administration
ClearCase Administration for Unix
ClearCase Multisite
ClearCase Fundamentals for NT
Managing Software with ClearCase and UCM
RequisitePro
Requirement Management with Use Cases
RUP Fundamentals
Object Oriented Analysis and Design (OOAD) using UML
Rational Functional Tester
Rational Performance Tester
Rational Quality Manager

Trusted Advisor

Kaiser Permanente
Cisco Systems
Wells Fargo

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Costco