

PreSales Network Security Engineer

Experienced technical IT professional with 15 years of industry experience in IT consulting, systems administration, network engineering, and most recently network security presales engineering roles. Currently seeking a field PreSales role.

Relevant Expertise

- Technology Sales
- TCP/IP
- Fiber/Copper Connectivity
- SSL VPN
- Data Center Design
- Sales Engineering
- Routing Protocols
- DHCP
- Public sector knowledge
- backup and recovery
- data storage
- Raid technologies
- VoIP
- VLANs
- QoS
- Content Filtering
- DNS
- Directory Services
- SQL
- Vendor negotiations
- network design core/edge
- wireless design
- replication
- DR planning

Experience

Network Security Pre-Sales Engineer 11/2014 to Current Kitsap Regional Library Bainbridge Island , WA

I act as lead PreSales Engineer on opportunities & engagements from Dell sales (CS or ESG), answering all customer technical questions and assist on POC when needed. Recent wins include a Juniper displacement at 15 locations with 15 SonicWALL NSA 3600 and a 5600 HA cluster for their main location, supplemented by 150 sonicpoints and Dell Networking switches. Currently working to familiarize myself more deeply with SonicWALL operating system and tools. I've requested lab equipment so I can test and learn GMS, Splunk, Analyzer, SSO and 2 factor auth.

Accomplishments

- Support all of North America, which produced over \$17.9 million in revenues for the first-half of 2015, resulting in 111% quota attainment. Personally quoted over 3.6 million in quotes from opportunities worked for the first half.
- Touched roughly 25 net new customer engagements weekly, achieving an estimated 75% close rate on opportunities worked.
- Obtained CSSA and CSSP certifications
- participated in first POC with much success
- visited as many customers as possible face to face to walk through datacenter and design to make sure it was proper.

Networking Technical Sales Representative 11/2011 to 11/2014 Dell City , STATE

Was hired to this team because of my previous networking experience prior to dell. Sold and designed switching infrastructures primarily focused on Dell IP (force10, N series, wireless). Focus was primarily given to moving customers to 10gb networks and POE+ edge switches and removing spanning tree from the network by implementing VLT. Designs were typically highly redundant and scalable using open standards where possible.

Accomplishments:

- Mastered the protocols stacks that were supported by our switches and how they match up against Cisco proprietary protocols
- Became Blade server specialist around it's networking capabilities
- Learned the Cisco portfolio and how to compete properly against it and win consistently
- Designed and sold many wireless and switch solutions to colleges that were upward \$700k - \$1 million.
- Won rep of the quarter multiple times for quota attainment against peers nationally
- Over attained on an average 3.8 million dollar quota in first three quarters of 2014, prior to joining the network security team in the fourth quarter of 2014

Software and Peripheral Inside Sales 08/2009 to 11/2011 Dell City , STATE

Sold over 40,000 non-Dell products, primarily focused on virtualization, operating systems, productivity, backup and recovery, antivirus and database software products, including Microsoft, VMWare and Citrix, as well as load balancers, WAN acceleration, content filtering, firewalls, power and cooling hardware products.

Accomplishments

- Maintained over 100% quota attainment for entire time in role
- Won multiple rep of the quarter awards against peers on a national level
- Increased peer account team sales of Dell manufactured hardware solutions due to the hardware requirements of the software products sold

Network and Systems Administrator 04/2005 to 01/2009 Brown County Schools City , STATE

I acted as senior system and network engineer in a 100+ server environment, supporting roughly 3000 students, teachers and support staff with 1000's of workstations and laptops. Services supported include: VoIP, DNS, DHCP, directory services, systems management, content filtering, email filtering, database servers, POS systems, radios, in-ground fiber optic cables, network switching in core, MDF and IDF closets, copper cabling, endpoint security, PTP and Internet directed circuits, Gradebook software, desktop imaging, phone system, intercom system, web servers, file servers, user management, password management, antivirus. Maintained 3 - 4 million dollar annual budget that I was instrumental in deciding how to allocate. Planning and Implementation was one of my main responsibilities. Redefined the entire enterprise with virtualization, 10gb, and shared data storage to consolidate our 100 servers down and gain DR and fault tolerant solutions that we previously didn't have access to.

Accomplishments:

- Rolled out DHCP to entire campus in first two months on the job
- Refreshed every school workstation at least twice during tenure
- Maintained desktop and server images for entire enterprise
- Migrated environment from Novell eDirectory to Windows Active Directory
- Implemented district-wide wireless solution
- Instrumental in project design to implement VMware and storage solution
- negotiated purchases with vendors for all enterprise gear and telco circuits. Saved the company 100s of thousands through negotiations on hardware and services.

Education

Bachelor of Science : Computer Science 2002 Purdue University City , State , USA

specialized in networking and database design

Technical Knowledge

Enterprise equipment (servers, storage, networking, power), network design (40gb, 10gb, 1gb) and cabling (fiber and copper), network security appliances, critical network protocols (DNS, DHCP, VPN, TCP/IP), backup and recovery, troubleshooting enterprise and client equipment.