**Michael Bloom**

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**Covering MD, DC and Northern VA areas**

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**Pre-Sales Engineer**

Detail-oriented and customer-focused engineering professional with extensive experience motivating and educating customers from proof of concept through to final sale. Skilled in seamlessly integrating Microsoft and VMware products for enterprise customers or partners. Articulate team player who is comfortable presenting to any size group and every level of management.

**Committed Pre-Sales Engineer | Real-World Microsoft (MCSE) and VMware (VCP)**

**Disaster Recovery & Business Continuity | Cloud Proficiency | Mentoring / Coaching**

**Presentation Development & Delivery | Software & Hardware Issue Troubleshooting**

**Professional Experience**

[**Fornetix**](http://www.fornetix.com/), Ashburn, VA **2017 to 2018 (laid off with 40% of company on 5/4/18)**

**Senior Sales Engineer**

Intrinsic part of the Sales Engineering team of Fornetix, a cyber security firm that was just entering the marketplace in search of its second sale (unachieved at time of company-wide layoff) . To accomplish this goal, the company was put into “all hands on deck” mode. All tasks and assignments were accomplished by the full team. As part of my team, I actively participated in the completion the following tasks:

|  |  |
| --- | --- |
| * Created Install and configuration product documents | * Wrote blog postings for company website |
| * Presented sales demos to international clients | * Created virtualized laptop product demos |
| * Developed competitive marketing information | * Supported sales team during WebEx calls |

[**VERINT SYSTEMS**](http://www.verint.com/), Atlanta, GA **2013 to 2017**

**Systems Engineer**

Installed Verint Software’s Call Center software remotely and on-site onto production environments while honoring strict internal SLAs to ensure that call centers remained operational.

* Served as member of team of engineers tasked with rolling out Verint’s new cloud-enabled SaaS offering, providing customers with ability to honor call center’s SLAs and keeping project within budget and established time parameters.
* Upgraded existing customer base with newest version appropriate for each environment, ensuring Verint’s customers were able to meet requirement of having systems running 24x7. Provided proper planning and execution, allowing for successful upgrade within required parameters.
* Earned quarterly Outstanding Accomplishment Award for highest number of billable hours.

[**VEEAM SOFTWARE**](http://www.veeam.com/), Atlanta, GA **2012 to 2013**

**Systems Engineer**, Federal

Designed and implemented plans for Veeam’s DOD customers to upgrade existing backup and replication infrastructure. Each installation began with proof of concept followed by sign-off from stakeholders.

* Functioned as lead architect for integration of DOD customer backup and restore requirements for multi-state and territory rollouts, allowing for complete DR / BC requirements.
* Trained end users on how to install and implement Veeam’s enterprise software, ensuring customers were able to safeguard data and provide high availability, disaster recovery and business continuity.

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[**IBM GLOBAL BUSINESS SERVICES**](https://www-935.ibm.com/services/us/gbs/consulting/), Washington, DC **2010 to 2012**

**Federal Cloud Computing Consultant**

Employed virtualization and infrastructure expertise as part of team responsible for data center consolidation for large variety of enterprise customers.

* Invited to join Federal Watson Super Computer Project team as team lead. (Watson is best known as computer that challenged Jeopardy grand champions.) Worked with high-level government agency, successfully creating detailed, real-time global mapping database.
* Led group tasked with maintenance, stability and physical security of 90-node HPC 24x7 computing environment, resulting in high performance and maximum uptime.
* Provided infrastructure, architecture and design for IBM’s federal customers, enabling seamless migration of existing environments into new cloud-enabled data centers.

[**VMWARE, INC**](http://www.vmware.com/), Palo Alto, CA **2006 to 2009**

**Senior Systems Engineer**

Served as VMware View evangelist to partner community. Maintained responsibility for training, presentations, labs and lab build-out. Shadowed engineers at customer sites for View POCs, installations and troubleshooting. Provided architectural designs for those implementations that were critical to success of projects.

* Ensured customer suggestions and input were properly recognized by interacting with product engineers, developers and designers during escalation process.
* Equipped OEM partners (HP, IBM and Dell) and channel partners with training required to roll out VMware infrastructure to enterprise customers. Prevented end users from selecting competitor’s product by providing proper assistance, proof of concepts and training.

[**HEWLETT PACKARD**](http://www.hp.com/), Washington, DC **2000 to 2006**

**Infrastructure Architect** 2004 to 2006

Acted as subject matter expert for Windows infrastructure projects, including upgrades and consolidation for Microsoft Windows and Microsoft Exchange.

* Developed and implemented several Exchange proof of concepts for multi-node, highly available fibre-attached clusters to HP or EMC storage, allowing customer to validate and implement architecture, which helped ensure the sale.

**Solutions Architect**, [Compaq](http://www.hp.com/) Computers (pre-merger with HP) 2000 to 2004

Created and implemented architecture for highly secure data center that catered to many high-profile customers. Projects included Windows ASP, Hosted Exchange and secure / hardened IIS. Provided expert-level proficiency in enterprise infrastructure design and systems integration using current and existing industry-standard Proliant / Intel servers.

* Provided architectural expertise for multi-solution, go-to-market alliance with large, global telecommunications company, distributing numerous multi-CPU, multi-terabyte solutions with Windows NT, Windows 2000, Exchange and SQL.
* Delivered expertise for global sales team, allowing for creation of yearly quotas and budgets.

Certifications

VMware vSphere 6.5 - VTSP

4.0 — VCP, VTSP and VSP

Microsoft MCSA, MCSE Windows Server 2012 Infrastructure — Charter Member

Microsoft MCSE, Private Cloud