Pablo Acevedo Areco
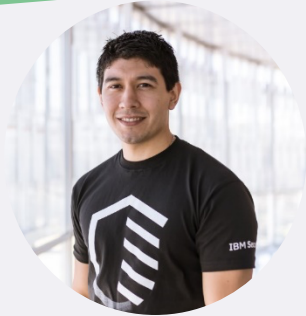
Certified Architect – Senior Technical Sales

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✉ pablo.acevedo.areco@ibm.com

📍 Copenhagen, Denmark.

SKILLS

Solid consulting experience
Proven risk manager and negotiator
Customer oriented certified architect
Strong long-term relationships builder
Motivator and developer of global teams
Working knowledge of PM methodologies

OTHER INTEREST & ACTIVITIES

IgniteTalks Buenos Aires (2015-2019)

Organizing open events to the public, bringing to the stage a set of professionals to talk about their passions.

IBM Linux Champion (2013-2016)

Helping IBMers in the transition from any OS to Linux. Giving courses, tutorials and providing first level support.

EDUCATION

Computer Science Engineering (studying)
Computer Science Technician (completed)

Languages
Spanish, Portuguese, English: fluent.
Danish: basic.

PROFILE

Security has always been a passion to me. Five years ago, I joined the IBM Security team as Cybersecurity Architect. Over the last 13 years I gained a broad experience in Sales, IT Architecture and Project Management, from solution design to delivery, managing many dynamic projects, creating and improving core architectures, and working in globally distributed teams.
Today I dedicate myself to make the world a safer place, creating better user experiences, and ensuring the confidentiality, integrity and availability of the data.
I'm an extroverted person who enjoys when technology and people come together to deliver good business results. And I'm passionate about storytelling and debating.

EXPERIENCE

IBM Argentina and Denmark

Security Architect & Sales Consultant (Feb. 2018 – Present)
Until 1H2021, I was responsible of the security solutions positioning in IBM's top accounts in Argentina, Uruguay and Paraguay (APU cluster). Since 3Q2021 I took the Senior Security Architect position in Denmark and I'm helping customers uncover security concerns and collaborate in the design of solutions tailored to their context.
As Technical Specialist (CTP), I'm responsible for the creation of security architectures, supporting our customers with the technical skills to implement and improve their security programs. In 2021 I certified as L2 Expert Architect and I've also been named the ReaQta ambassador for Nordics, building sales and technical skills in the team and ecosystem.

Project Manager & IT Architect (March 2009 – Feb. 2018)
For nine years I lead the IBM Digital Commerce web solutions delivery to our clients. From 2009 to 2011, I worked as lead developer, creating Lotus Domino databases, project management tools and e-commerce solutions. I worked mainly in Java, LotusScript, JavaScript, PHP, C and Python. In July 2011 I took responsibility over the architecture of these solutions and since 2013 I managed the whole deployment process with the technical team in China and India. I worked closely to every stakeholder involved in each project, during its full lifecycle to ensure their satisfaction and deliver all outcomes at a proper time, between the budget and our quality standards.

ADA ITW - **Backend development teacher (Nov. 2020 – Aug. 2021)**

Professor in full stack development, dictating virtual courses for students in South America, using Java, MySQL, Spring, Hibernate, Angular and more web development technologies.

EducaciónIT - **IT professor (Sep. 2014 – Aug. 2018)**

Professor in different IT careers, dictating beginner and advanced programming courses (mainly PHP and Java), Linux, Security and Project Management classes.

XEVEN - **Project Manager (Jan. 2008 – June 2018)**

Performing general management activities, including client engagement, marketing strategy and solutions design. Working with customers from different regions; mainly in LA. I lead freelance projects, coordinating a group of programmers and IT professionals.