Patrick J Duggan

Minneapolis, Minnesota, United States

✉ hacksawduggan@gmail.com   📞 6128028222

in linkedin.com/in/patrickdugganmn

Summary

- Over 25 years large Enterprise and Vendor Specialist experience. Experienced with all aspects challenging the modern enterprise, including: security, budgeting, managing complex projects.
- In Sales Engineer role, have exceed revenue targets consistently for over 10 years.
- As Global Systems Architect, conceptualized, led development and drove Microsoft Azure solutions with Microsoft. Broad command of Security and Standards across multiple industries.

Experience

Cloud Security Architect, Cortex Cloud DC

Palo Alto Networks

Oct 2023 - Present (1.5 years)

Designed complex integrations for major and strategic customers to delivery large scale security outcomes. Utilized automation to drive security discussions and highlight valuable KPIs. Achieved 100%+ quota attainment and educating our customers around the globe, on Code, CICD, and runtime aspects of the present-day attack surfaces. AWS, GCP, Azure, Oracle expertise leveraged on a daily basis.

Cloud Security Architect

Check Point Software

Mar 2023 – Oct 2023 (1 year)

Protected cloud workloads in AWS, GCP, and Azure for customers in all segments. Kubernetes, Lambda, WebApp and API security. True Multi and Hybrid Cloud threat PREVENTION with AI and Deep Learning leveraging ML.

Senior Security Customer Success Engineer

Arctic Wolf

Feb 2022 – Dec 2022 (1 year)

Assist multiple Sales professionals gain technical wins for Security Services. MEDICC and Solution selling leveraged in all day to day operations. Quota attainment of 150% of goal educating customers on the value of holistic security approach and delivering solutions that deliver successful outcomes. NIST/CCMA/CIS compliance specialist.

Senior Solutions Architect

Calian

Jun 2021 – Dec 2021 (6 months)

Working with Minnesota's largest Enterprise accounts, responsible for $4M in booked revenue in 6 months tenure. Solutions for Cloud and on Premises for mission critical infrastructure across all verticals. Pure Storage, Dell EMC, Netapp, Dell, HPE, Lenovo, HDS/Hitachi, Azure, AWS, SFDC, Nutanix, Microsoft and VMware specialist.

Multiple Roles – Advisory Product Architect (converged – Azure Stack)

Dell Inc

Nov 2010 – May 2021 (10 year+)

Azure Stack Infrastructure Architect
All Flash Advisory Systems Engineer
Microsoft Specialist Advisory Systems Engineer
Microsoft Specialist Senior Engineer
CoPilot Systems Engineer/Technical Account Manager
Global Product Architect responsible for Dell EMC's integration into the Microsoft Azure Stack hybrid cloud offering. Addressed the issues that arrive with complexity at scale, and developed long term strategy for the Dell EMC Azure Stack offering. Developed Powershell against REST for MS SQL re-purposing.

Education

University at Buffalo