PROFESSIONAL EXPERIENCE

Sr. Solutions Architect	Apcera	11/2016 - Present

As a Sr. Solutions Architect at Apcera I designed and built both presales and post sales oriented solutions on top of the Apcera platform. I supported the presales team with numerous complex high value Proof of Concepts (POCs) and custom demonstrations. In a post-sales capacity, I built and deployed custom solutions and third party integrations including the containerization and deployment of the production SAP Hybris e-commerce deployment for Apcera's largest customer by creating a repeatable pattern for redeployment. In effect, I modernized a traditional legacy application by making it run in a container. This effort often required technically defending the container platform was not causing performance issues. I also built and shipped a robust CI/CD container workflow framework which was officially productized within Apcera. I participated in partner sales activities demonstrating the new framework.
- Apcerian of the Quarter Award in Q3, 2016
- Trusted advisor to Apcera's largest customer.

Sr. Solutions Consultant	Apcera	01/2015 – 11/2016

As a Sr. Solutions Consultant at Apcera, a startup based out of San Francisco, I have many responsibilities. In my work as a traditional technical pre-sales engineer my responsibilities include providing expert assistance and support by clearly articulating Apcera's technology and product positioning to both business and technical users, communicating Apcera's vision by developing and delivering product demonstrations, executing product proof of concepts designed to prove out both the technology and the value it delivers and identifying all technical issues to ensure customer satisfaction through successful execution of the sales process. In addition, I have post sales responsibilities where I regularly collaborate with product management regarding product development and enhancements, effectively conveying customer requirements and providing post-sales technical support.
- Demonstrated success selling three of the first four customers at Apcera
- Sold the largest deal in company history

Sr. Client Advisor	xMatters	10/2012- 04/2014

As a Sr. Client Advisor at xMatters it was my responsibility to partner with the sales team to assist in selling of xMatters cloud based notification systems. Working very closely with the sales team we partnered from the beginning of every opportunity including: initial meetings, qualification, education, demonstration and assisting with final justification for the purchase. I specialized in developing and justifying ROI's, presenting the xMatters solution, running successful POC's and responding to RFP's.
- 138% of Quota
- Rookie Client Advisor of the year 2014

Sr. Pre-Sales Engineer	Fluke Networks	12/2011 – 10/2012

As a Pre-Sales Engineer at Fluke Networks it was my responsibility coordinate with the sales team to develop selling strategies within target accounts. Specifically, I owned all technical aspects of the sale including: meeting with customers to understand their current technical environment, creating and delivering effective presentations that map to key business issues, understanding customer's future technology requirements and explaining technical capabilities / business benefits of solutions to the customer.
- Pre-Sales Engineer of the largest deal in Q2 2013

Operations Specialist / Cloud AM	HP	5/2010 – 6/2011

As a MSP(Managed Service Provider) Cloud Account Manager I served as the overall account lead for numerous, large named MSPs across the country. I understand a client's key business, IT challenges, requirements and focused on driving value for the client while maximizing revenue and margin for HP. I specialized in a value selling to MSPs with focus on growing the base business, complex solutions, and new business opportunities.
- Developed 5m in pipeline

As a Sales Operations Specialist my responsibilities required a deep working knowledge of the BTO Ops portfolio and the competitive threats in the market, partnering with District Sales Manager, PSO, pre-sales and the AGM in a team selling environment and working through the entire sales process within the FSI vertical. Participation in the sales cycle including: presentations, identifying value, executing a competitive strategy, participating in RPI/RFP's, ROI presentations and tie customer business initiatives to solutions.
- #3 Sales Ops Specialist FY11
- Developed the largest pipeline of all Operations Specialists

Sr. Pre-Sales Systems Engineer	HP	Opsware	2/06 – 5/2010

As a Pre-Sales Solutions Consultant my responsibilities included working through the entire sales process in the Central region. Participation in all aspects of the sales cycle including: frequent presentations, identifying value propositions, executing on a competitive strategy, answering RPI/RFP's, technical validation, becoming the trusted advisor, generating ROI presentations and tie customer business initiatives to technical solutions. Trained overseas technical staff in Australia. Spiff award winner in 2009.
- Solutions Consultant of the quarter Q1 2009
- Solutions Consultant on the largest deal in HP Software 26M a result of 2 years of POCs and presentations
- Presidents Club 2009

Sr. Pre-Sales Systems Engineer	EMC	Smarts	6/03 – 2/2006

PROFESSIONAL EXPERIENCE

At EMC|Smarts my responsibilities included collaboration with Account Managers bringing technical knowledge to the sales process, participation in sales calls, strategies and tactics, and taking ownership of all technical aspects of account management. This process often included analyzing customers business and technical needs to create the right solution. Before the EMC acquisition of Smarts my role was a Channel SE. A large portion of my time was spent working with the Cisco offices doing awareness sessions, lunch and learns, Cisco tech Days, Customer tech updates.

- Presidents Club 3 years straight and recognized as the number 1 channel SE
- Managed 22 state Sales Channel and increased channel revenue to 11% of SMARTS total revenue
- Central region was number one in channel sales as a direct result of my channel activity

Principal Consultant	**Windward Consulting Group**	**8/01 – 4/03**

At Windward my responsibilities included architectural design, POC, pre-sales engagements, and implementation services for Windward's customers. The cycle of a project usually starts with a requirement session, a kickoff meeting, the implementation and a wrap up meeting and frequently included integration of Mircomuse software with other software systems to provide a custom network management solution.

- Lead Sterling Commerce 6 Month implementation with multiple onsite engineers and implemented a highly customized NOC
- Developed SMARTS NCR global NOC architecture
- Managed over 10 customer professional services engagements

Lead Engineer	**Verso Technologies	Eltrax**	**3/00 – 4/6/01**

Within the Managed Services Group, my responsibilities included NOC design, POCs, pre-sales activity, requirements planning, SOW generation and implementation services. Managing junior engineers during implementations and the overall responsibility for completion of their projects.

- Lead successful professional services implementations at over 10 companies
- 100% Customer Satisfaction on every implementation
- Responsible for managing and developing junior engineers

Development Manager	**AT&T	Ameritech	Anixter**	**2/98 – 3/00**

As the Development Manager for the Remote Monitoring Group my responsibilities included managing a staff of five Development Engineers, System Administrators, Database Administrators. The focus of the development team is to rollout new customers, enhance/create alarming and development of performance reports. Applications within the solution included: Micromuse Netcool, NerveCenter, Openview, Telalert, Clarify, Web Pages, Sybase and DeskTalk Trend.

- Developed Network Management offering and rolled out 1st 15 customers
- Managed and developed my team's skill sets and oversaw one junior member promoted to senior developer
- Bay Networks Router Expert Certification

Systems Engineer	**MFS Worldcom**	**5/96 – 2/98**

At MFS Worldcom, I worked in the Service Management Center (SMC). My responsibilities included: systems administration of a Sun Sparc server farm, development and administration of network management systems. Additionally, I oversaw the installation, maintenance, configuration and customization of all software used to manage our VPN. Management systems composed of HP OpenView, NerveCenter, Cisco Works, DeskTalk Trend SNMP and custom shell scripts.

- Developed custom scripts which reduced change management time by 90%
- Decreased MTTR by 75% by developing and implementation of policies and procedures for operations staff

EDUCATION : DeVry Institute of Technology, Southern Illinois University