

BENJAMIN SCHIOPU

Phone: 773.456.6356
Email: benjamin.schiopu@gmail.com

TECHNICAL PROJECT MANAGER/SENIOR SYSTEMS ENGINEER

IT professional with over 20 years' experience in information technology and project management. Areas of expertise include project planning and management, requirements analysis, design, development, implementation, and employee training. Proven leader oriented with strong technical, organizational, analytical, problem solving, communication, and relationship management skills. Exceptional ability in translating business objectives into technology solutions. Ability to work with executive level management at enterprise customers to map IT to business initiatives. Committed to achieving a high level of customer satisfaction. Goal-oriented with ability to accept challenging assignments and deliver high quality effective results.

AREAS OF EXPERTISE

- | | | |
|-----------------------------------|------------------------------|------------------------------|
| • Team Management | • Strong Technical Skills | • Strong Presentation Skills |
| • Excellent organizational skills | • Organization Leadership | • Active Directory/Exchange |
| • Project Management | • Disaster Recovery | • IT Security |
| • Senior Sales Engineer | • Wireless Technology design | • Azure IaaS |

TECHNICAL SKILLS

- | | |
|--|------------------------------------|
| • EMS (Azure AD/Azure Rights Management) | • ITIL V3 Foundation Certified |
| • Virtualization (Hyper-V and VMWare) | • Aerohive Wireless Design |
| • Veeam | • Microsoft Azure and Office 365 |
| • Cloud Computing and Disaster Recovery designs. | • Microsoft Windows Server 2012 |
| • Fiber Channel & iSCSI SANS | • Active Directory/Exchange Online |

PROFESSIONAL EXPERIENCE

Equilibrium IT Solutions

November 2014 - Present

Technical Project Manager/Senior System Engineer

- Senior Sales Engineer and Solutions Architect for SMB/SME & Datacenter
- Performed extensive Office 365 migrations for various SMB clients from 500 to 1000+ mailboxes.
- 60% Pre-sales / 40% Post-sales focus and attends all sales and configuration meetings with clients
- Virtual CIO advisor to wide variety of clients assisting in budget, IT services, annual planning and identify new business opportunities.
- Prepare and present technical proposals and advanced documentation for clients
- Develop strategic IT solutions and drive key departmental objectives for Enterprise Services Team
- Evaluate and recommend new and emerging technologies for use in client and internal environments
- Develop new penetration points into clients for additional services and solutions
- Mentor and Manage the System Engineers and Consultants to advise on strategy, providing thought leadership and best practice implementation methodologies.
- Managed a variety of technical projects and resources from beginning to end with high customer satisfaction.
- Negotiated product pricing from 3rd party vendors to increase profit margin.
- Developed IT Business plans for customers to ensure business continuity and Disaster Recovery.
- Manage the deployment, monitoring, maintenance, development, upgrade, and support of IT systems, including servers, operating systems, and associated hardware.
- Develop business case justifications and cost/benefit analyses for IT spending and initiatives.
- Recommend purchase of equipment and supplies in order to meet operational requirements of the business.
- Analyze existing operations and make recommendations for the improvement and growth of the server infrastructure and IT systems

Revision Homes/DirectEdge Home Solutions
TECHNICAL SUPPORT SPECIALIST

May 2009-November 2014

Maintain Intel Server systems in offices across the country and design IT Strategies for remote offices.

- Improved IT processes, designed IT Security policies for remote users and increased productivity for the agents on the field through ease of use of new applications and technology in the Real Estate Market.
- Installed, configured and migrated Microsoft Windows Servers 2012 from various Real Estate brokers in Chicago and Nashville to Hyper-V environment.
- Maintained physical and virtual servers and provided daily backups and restores using Veeam Enterprise.
- Deliver web-based training sessions for clients
- Successfully negotiated and closed over \$15M in transactions across the country while also maintaining IT systems integrity and uptime.

IBM

xSeries Field Technical Sales Specialist

January 2005-March 2009

- Provided pre-sales technical support of all client specific products and low-end storage products to enhance full client solution with complete configuration.
- Worked with various clients to create complete solutions, deploy, install and configure VMware ESX Servers.
- Provided pre-sales and post-sales support of the VMware implemented solutions while transitioning to the support organization.
- Evaluate customer needs based on description of customer environment and ability to offer full client solution with complete configuration and articulate the value proposition of IBM technology.
- Contributions in 2005 to help achieve the revenue target and generate demand was by having maintained a very close, professional relationship with every member within assigned accounts and assisted the team to achieve their year-end goals.
- Working hand in hand with the Linux Advanced Technical Support (ATS) team on the Chicago Mercantile Exchange BladeCenter Demo and having a close relationship with the Dallas ATS team has helped win and close business at McDonalds in 1st half, 2005.
- In 2005, the first year as a Field Technical Sales Specialist in the Central Region team I finished the year at 141% of 2005 FY revenue target with \$98M.
- Provided effective Technical Sales support to the Chicago territory in 2006, delivering 99% revenue attainment.
- Finished 1H08 at 160% and overall for 2008 at 105% of plan helping to close deals at Wolverine Trading, Sarah Bush Hospital, Sun Trading, Ronin Capital, Insurance, Auto Auction, Walsh Construction and Northwestern Memorial Hospital.

IBM -- Chicago, IL

December 2000-January 2005

E-BUSINESS TECHNICAL CONSULTANT

Assisted software vendors and developers (ISV's) on porting their applications on IBM middleware and Intel Hardware combined with Fiber Storage. Provide direct technical pre-sales support of the client Intel based server and "low end" storage to business partners in a geographical region. Expertise in the client product set to include all systems, parts, options and accessories for the product line.

- Provide server configuration support and expertise, pre-sales technical support of all client specific products and low-end storage products to enhance full client solution with complete configuration
- Evaluate customer need based on description of customer environment and ability to offer full client solution with complete configuration
- Work closely with business partner sales teams and act as the product champion
- Worldwide Technical Team Lead for classroom infrastructure in the Solution Partnership Centers
- Demonstrated strong technical skills and quality leadership while working in technical lead role for two Technical Road Shows performed in Austin, TX and Toronto, Canada
- Dependable, flexible, results-oriented team player and creative in achieving well-defined and open-ended goals
- Worked with software developers in educating them on IBM technology and assisting them with rapid deployment and implementation of key technologies

IBM @ComEd, Chicago, IL

September 1997-December 2000

SYSTEMS MANAGEMENT ARCHITECT

- Worked as part of the Design and Implementation team on the ComEd account using Microsoft and Linux products
- Architected the implementation to upgrade approximately 27 email servers from Microsoft Exchange 5 to Microsoft Exchange 5.5
- Designed and implemented Fax, Pager, and Exchange monitoring solutions for approx. 27,000 users.
- Perform various other projects on customer's request
- Work with multiple Microsoft BackOffice Products
- Joined a mentoring program between IBM and Chicago Public Schools to help mentor students in various Chicago Public Schools

Interim Technologies, Chicago, IL

March 1997- September 1997

I/T SPECIALIST

- Worked as consultant to IBM and provided Support to IBM customers in Downtown Chicago
- Configured and troubleshoot problems with Win9x, Windows NT/2000 environments
- Performed network traces using sniffer software to locate broadcast storms on the network and resolved other PC communication problems

EDUCATION

BACHELOR OF SCIENCE IN MANAGEMENT - National-Louis University

Residential Real Estate Broker-State of Illinois
