P E R S O N A L   D E T A I L S

Name	Jules Weijters
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	Netherlands
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E-mail	Jules.weijters@gmail.com
Birth date	04/02/1973
Civil state	Married
Nationality	Dutch
LinkedIn	Public Profile / http://nl.linkedin.com/pub/jules-weijters/1/143/a63

Jules is one of our best employees. – *By Chris Nap, Delivery Manager Getronics PinkRoccade JAVA Business Solutions, Taken from an Employment Reference Request by Kroll Background Worldwide Limited, November 2006.*

..one of the most business driven and friendliest people I have met. He has a great ability of mixing technology and business to explain to sales people and customers in terms they can understand and most importantly -- remember. He has a very technical background so has the depth of knowledge and the ability of sharing it. He was always very helpful to presales beyond his team and is one of the most reliable in times of crisis. … I would gladly rehire without a second thought (and I know the sales managers think the same) and surely that's the best thing anyone can say. – *By Tom Goulding, Presales Manager Oracle Direct Dublin, Taken from Oracle Connect, April 2009.*

Jules has continued to prove during FY2011 an exceptional talent and professional qualities... Jules worked very well in the MEA region... Jules was able to create solid relationships with key customers and has driven many successful technical engagements in the region... Overall a very good year for Jules in the team and in Oracle. – *By Eduardo Martinez, Presales Director Oracle EMEA, Performance Appraisal, May 2010.*

'for his many, many years of dedication in growing the Manageability business. He has probably travelled more than a million miles across the entire region to explain the uniqueness of our solutions. From Johannesburg to Moscow to Helsinki and Dubai customers and partners have great respect for his knowledge, dedication and commitment.' – *By Jean-Pierre van Tiggelen, Senior Director Sales Oracle EMEA, Award text, December 2011.*

Thank you so much for putting some logic in the next steps of this engagement. I appreciate your enthusiasm and dedication. – *By Heilet Scholtz, Solution Consulting Country Manager Oracle South Africa, September 2012.*

My special thanks to Jules Weijters, he has an exceptional knowledge on the topic, very convincing, helpful, available. Good to work with. (…) we couldn't have done it without Jules Weijters, who is a brilliant presales, and was able to travel when needed. He definitely was instrumental in convincing the Online Business leaders, as well as their web analyst. – *By Gusztav Szuhai, Middleware Sales Manager Oracle Hungary, December 2014.*

S A L E S F O R C E   – 1 +   Y E A R

10/2016 – Present
Salesforce, Amsterdam, Cloud Architect Salesforce Platform
One of the primary Salesforce drivers is to help make our customer successful with the different customer management solutions we offer on top of our Salesforce cloud platform. As a Platform Cloud Architect for EMEA North I help customers understand the power of that platform to better utilise all the capabilities of the platform. The Salesforce Platform includes both Force.com, for extending the Salesforce core solutions using a low code implementation, as well as Heroku, to quickly built and deploy engaging applications for a broader audience. Focus on Platform Security, Identity and Salesforce ALM/Developer Experience.
June 2016 speaker on TrailheaDX regarding Salesforce DX with over 100 people attending.

O R A C L E   – 9 +   Y E A R S

12/2015 – 09/2016
Oracle EMEA, based at Oracle Netherlands, Cloud and Enterprise Management Specialist
Oracle Cloud IT Management technical specialist in the Sales and Business Development team responsible for making the Public Cloud (Oracle Management Cloud) services a success in EMEA.

06/2014 – 12/2015
Oracle EMEA, based at Oracle Netherlands, Domain Architect Enterprise- & Cloud-Management Solutions
Technical lead in the EMEA Oracle Enterprise Manager Business Development and Sales group. Tasked with Evangelism and Enablement for Oracle Cloud Management (Private DBaaS and MWaaS & Hybrid Cloud Management).
Oracle Enterprise Manager is the Cloud and Infrastructure management solution for the Oracle stack, a key component of Oracle's entire cloud strategy, and provides customers with a complete cloud or application life cycle management solution.

06/2012 – 06/2014
Oracle EMEA, based at Oracle Netherlands, Domain Architect Enterprise- & Cloud-Management Solutions
Technical lead in the EMEA Oracle Enterprise Manager Business Development group. Tasked with Evangelism for Oracle Cloud Management (DBaaS), Enablement for Oracle Quality and Application Performance Management and Engagement for Application Management.
Oracle Real User Experience Insight APM specialist on Cloud, Web and Oracle Applications.

07/2008 –06/2012	*Oracle EMEA, based at Oracle Netherlands, Senior Presales Consultant*
	Technical specialist as part of an EMEA sales organization focusing on selling Manageability solutions across the entire Oracle RED stack. Focus on Middle-east and Africa with solutions for End-user Experience Management, Application Management, Application Performance Management, E2E transaction Management and Application Quality Management.
04/2007 – 06/2008	*Oracle EMEA, OracleDirect Dublin Ireland, Senior Presales Consultant*
	Responsible for delivering technical content on Oracle database and middleware products to customers in the Benelux and internal Oracle employees. Support territory inside sales reps and specialists to identify the best Oracle solution for our customer's businesses. Engage with customers by translating their business needs into appropriate Oracle solution and remotely delivering product demonstrations and presentations to customers.

G E T R O N I C S / P I N K R O C C A D E – 1 0 Y E A R S

09/2006 – 03/2007	*Getronics PinkRoccade, Hilversum, Operational Manager (ad Interim) unit JAVA Business Solutions*
	Involved in defining and implementing the business strategy for the unit. Responsibility includes performance management, people management, competence management and resource management.
11/2005 – 10/2006	*Getronics PinkRoccade, Hilversum, Bid manager/Solutions Architect unit JAVA Business Solutions*
	In a role as bid manager within the sales department responsible for answering RFP's in the name of Java Business Solutions. Responsible for improving and optimizing the bid process.
	In a role as Solutions Architect involved in qualifying and translating customer requirements into suitable solutions.
03/2004 - 11/2005	*PinkRoccade, Amersfoort, Management Business unit e-Finance*
	The business unit e-Finance was a J2EE competence center for in-house development of J2EE solutions by using the RUP development and PRINCE2 management methodologies.

- As Management team member responsible for the infrastructure team and for financial reporting on project level;
- As Resource manager responsible for the sourcing of internal development projects and billability of non-project bound resources. Sharing a responsibility for proposition development in RFPs.

01/1997 – 06/2005	*PinkRoccade, Amersfoort, Architect, Technical Consultancy and Management*
	Different technology oriented roles, internal and external

E D U C A T I O N / C E R T I F I C A T I O N

07/2018	Salesforce Certified Development Lifecycle and Deployment Designer (SU18)
11/2016 - 12/2016	Salesforce.com, Certified Administrator / Certified Platform App Builder
11/1996 - 12/1996	Raet IT Services, Mainframe Developer, graduated
08/1991 - 08/1996	Business school Katholieke Leergangen Tilburg, Sports economy, not graduated
08/1992 - 09/1993	Business school Katholieke Leergangen Tilburg, Commercial Economy, propaedeutic diploma
08/1991 - 05/1993	Business school Katholieke Leergangen Tilburg, Sports economy, propaedeutic diploma
08/1985 - 06/1991	Gymnasium, Stedelijk Gymnasium s-Hertogenbosch, graduated

C O U R S E S A N D O T H E R E D U C A T I O N

03/2005	Cap Gemini, RUP Project management
01/2005	Cap Gemini, RUP Requirements
09/2004 - 12/2004	PinkRoccade, Developing MS ASP.NET Web Applications using Visual Studio .NET
08/2004	Cap Gemini, Workshop RUP awareness
12/2001	Microsoft® Windows® 2000 Accelerated Exam for MCPs Certified on Microsoft® Windows NT® 4.0
02/1999 - 02/2000	Computrain, Microsoft Certified Systems Developer
	MCSD Visual Basic 6 including Designing and Implementing Databases with Microsoft SQL Server 7.0
10/1999	Computrain, System Administration for Microsoft SQL Server
02/1998 - 03/1999	Computrain, Microsoft Certified Systems Engineer
	MCSE NT4.0 including Exchange Server 5.5 -- MCP ID: 1144764
03/1999	Computrain, MS Exchange Server 5.5 Concepts & Administration
03/1999	Computrain, MS Exchange Server 5.5 Design & Implementation
12/1998	Computrain, MS SQL Server 6.5 Administration
10/1998	Computrain, Windows NT 4.0 Administering
02/1998	Computrain, TCP/IP for Windows NT 4.0
09/1996	Stichting Exin, Using technical infrastructures HG.2

L I N G U I S T I C S K I L L S

Dutch	Speech: native language, Writing: native language
English	Speech: good, Writing: good
German	Speech: reasonable, Writing: mediocre

A M B I T I O N S

Combining technical expertise with an enablement role delivering specialist content to customers and partners. Preferably in an international environment, in which inventive techniques are used, with which creating unique solutions is a large part of the daily routine. I would be an advocate for those solutions to customers and internal groups, which would involve speaking at public events.