
EMPLOYMENT

Solutions Consultant	TIBCO Software	Nov 2015 - Present
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- Lead technical discovery, identifying business and technical requirements, “as is” and “to be” scenarios, pain points, minimum required capabilities, positive business outcomes, metrics and differentiators
- Deliver “proof-of-concept” demonstrations, proving business value and technical benefits driving ROI
- Complete all RFPs to ensure the technical win and short-list selection
- Champion customer requirements to Product Management; Ensured Portuguese language product support for LATAM customers, opening new LATAM market worth hundreds of millions annually
- Lead and conduct company-wide DevOps Enablement across all Americas Sales regions
- Whiteboard Presentation winner for Sales Boot camp, placing 1st out of 40
- Present at API Management Workshops to audiences up to 30 in size, influencing over 40 opportunities
- Evangelize at developer conference booths, driving over 1000 in new greenfield leads

Solution Architect	Avaya	May 2014 – Oct 2015
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- Worked directly with customers in strategic design process, translating business requirements into technical solutions
- Designed “As-Is”- “To-Be” Enterprise IT Architectures during Pre-Sales, proving technical win to secure million dollar contracts

July 2014 – May 2015

Professional Services	Avaya
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- Designed fault-tolerant, loosely-coupled, distributed Enterprise IT Architectures using Visio
- Developed internal Web Support Application, gaining practical technical experience with full stack development tools such as PHP, JavaScript, MySQL, HTML, CSS, etc.
- Accessed Linux shell for Communication Manager & Media-Gateways on customer systems to collect Architectural design data
- Analyzed large disparate data sets to design Application Integration Overviews

Apr 2014 – June 2014

Data Analyst, Intern	Mortgage Capital Trading
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- Tasked with reducing pipeline interest rate risk
- Performed regressions calculating hedge betas, correlations, and market trends affecting beta
- Extensive use of Excel to compile, analyze, format and regress large data sets
- Increased accuracy of model by almost 5%

EDUCATION

San Diego, CA	University of California, San Diego	Fall 2012 – May 2014
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- B.S. in Management Science, May 2014.
- Coursework: Java Programming (2); Calculus (3); Discrete Math; Linear Algebra; Econometrics (3); Operations Research (2); Finance (3); Microeconomics (3)
- Extracurricular: Sponsorship & Marketing Committee, Dance, Multi-Asian Association, Triton Consulting

CERTIFICATIONS

- AWS Solution Architect Associate Certified – AWS, Jan 2017
- BusinessWorks6 Developer Bootcamp – TIBCO, May 2016
- Spotfire (121, 131, 141, 144 & 151) – TIBCO, Dec 2016
- Force Management Sales Bootcamp – Force Management, Nov 2015
- Global Leadership Development Program - Corporate Leadership – UC Berkeley, Aug 2015
- Avaya Professional Sales Specialist - Contact Center – Avaya, June 2015