

Experienced, successful and diverse IT Executive whose business and market knowledge, technical vision and engineering prowess enables innovation across the entire enterprise and vertical markets. Diverse experience building and leading successful, global presales, technology, sales, marketing and support organizations. Excels in any environment as an individual contributor, team leadership or executive roles. Proven success architecting, building sales channels and bringing to market emerging technology products and services. Excellent Public Relations skills. Demonstrates a dedicated management style built around collaboration, customer service, quality and on-time delivery. Notable contributions across:

- **Fueling Growth:** Technical support of complex sales with success building global channels for IT products and services to \$100M+ and growing revenue up to 438% in a single year.
- **Business Transformation:** Defined, pitched to Board of Directors and developed portfolio of SLED consulting services. Built marketing team from the ground up creating a strong digital presence within the first six months. Created a culture of continuous improvement, on-time delivery and fiscal responsibility.
- **Optimized Performance:** Maximized productivity by promoting the use of Agile Development and Systems Engineering Shared Services. Leveraged compelling, innovative and creative tools to modernize how team engaged, supported and followed up with customers. Established call escalation model to support business.
- **Team Building and Leadership:** Created and sustained an engineering culture where teams were inspired, informed, educated, enabled, recognized and rewarded for success. Built, developed, mentored and managed high-performance presales, sales, post-sales, engineering support and channel development teams of up to 240 individuals worldwide.

Business Expertise

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| ▪ Extensive Leadership Experience | ▪ Enterprise Account Management |
| ▪ Sales Strategies / Support Processes | ▪ Client Relationship Management (CRM) |
| ▪ Team Building on a Global Scale | ▪ Operations Management |
| ▪ Strategic Partnerships / Public Relations | ▪ Follow-the-Sun Escalation Practices |
| ▪ Product Development / Support | ▪ Technology Services Development |
| ▪ Client Needs Assessments | ▪ Problem Solving Conflict Resolution |
| ▪ Channel Development & Leadership | ▪ Vendor Qualification, Selection, Management |

Technical Skills

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| ▪ Recognition and Qualification of New and Emerging Technologies | ▪ IT Digital Workforce Transformation |
| ▪ Virtualization | ▪ Converged Hyper-Converged Infrastructures |
| ▪ Cloud Big Data IoT Security | ▪ Cloud Suitability Migration |
| ▪ Hybrid Cloud Platforms | ▪ Agile & Windfall Development Services |
| ▪ Business Continuity Disaster Recovery | ▪ Vendor Selection & Management |
| ▪ Hosting SaaS PaaS IaaS VDI | ▪ Service Level Agreements |
| ▪ Solution Segments Lines of Business | ▪ IT Service Strategies |
| | ▪ Technology Evaluations |

Delivering and Promoting Technology-Based Business Solutions to Market

SOLUTIONEERING GLOBAL, Ormond Beach, FL

2018 – Present

Provider of innovative enterprise solutions architecture and cloud migrations to F1000 organizations and technology manufacturers.

PARTNER

Enterprise Architecture Consulting

- Private, Public & Hybrid Clouds, Big Data.
- Converged Infrastructure, Hyper-Converged Infrastructure: VxBlock, VxFlex, VxRAIL, PowerFlex

- Compute, Networking, Storage, Virtualization: VMware VCP3
- Champion engineering and operational excellence, and contribute to solution design and architecture
- Workplace and Infrastructure optimization leading to completion of highly successful business transformation projects: design, deploy, monitor, manage converged and hyperconverged systems

Organization Re-Alignment

- Process Review and Alignment
 - Sales and Support Processes
 - Service Call Escalation Management
 - IT Administration & Management

Business Growth / Expansion

- Routes-to-Market Analysis and Optimization

Revenue Optimization

- Sales Enablement
- Channel Programs & Recruitment
- Partner Training & Enablement
- Alliances - both Domestic & International
- Public Relations Optimization

DELL EMC, Hopkinton and Marlborough, MA

2013 – 2018

High tech manufacturer and provider of edge-to-datacenter-to-cloud products and solutions.

SENIOR MANAGER, GTM LEAD – CONVERGED, HYPER-CONVERGED AND CLOUD PLATFORMS, 2016 – 2018

SENIOR ENTERPRISE VARCHITECT | DESIGN ADVISOR | CERTIFIED CI MASTER DESIGN ENGINEER, 2013 – 2016

Recruited to build out complex system architectures culminating in the Vblock and VxBlock product offerings; promoted to corporate to lead go-to-market efforts for all of EMC's Converged (VxBlock), Hyper-Converged (VxFlex & VxRail) and Hybrid Cloud platforms and solutions. Managed partnerships with key stakeholders, defining and executing specific business development plans, engaging presales teams, leading key deals and accounts, and supporting business units throughout product lifecycle. Oversaw functional leads ensuring product features and launch materials were available on schedule. Approved and participated in PR activities. Mentored 35-member presales team providing technology leadership for New England and Canada Divisions.

Engineering and Sales Success – Played key technical leadership role in guiding VCE from \$0 to \$2B+ in annual revenue within four years.

- Developed opportunity and support strategies leading to 50% pipeline growth.
- Landed early \$22M technical win at large Boston-based financial services institution.
- Launched five generations of Vblock Including multiple generations of VxBlock as well as private, hybrid and public cloud solutions partnering with Amazon AWS and Microsoft Azure.
- Developed Professional Services (from business requirements through staffing, organization and delivery) for converged compute, networking, storage and virtualization solutions. My business model used worldwide.

TEAM CLOUD SOLUTIONS, LLC, Atlanta, GA

2011 – 2012

Full-service consultancy specializing in cloud-based solutions, virtualization and channel development.

CHIEF TECHNOLOGY OFFICER

Recruited to define and execute business, product development and service strategies surrounding mobile, cloud, security, social networking, big data, IoT and other emerging technologies. Led consulting team, working with clients to transfer IT to the cloud and manage expectations. Oversaw technical sales functions, including efforts to drive adoption and support technology products and client solutions. Advised clients on virtualization, BC/DR, cloud suitability and migration, IT transformation, VDI, hosting, software development and services. Trained, developed and mentored all technology consultants.

- Improved service quality/customer satisfaction and eliminated complexity by standardizing vendors, technologies and processes.
- Orchestrated production and delivery of cloud-based client solutions leading to first-year sales.
- Built and delivered emerging technology offerings and formulated Route-To-Market for each new product.
- Blueprinted applications, defining interdependencies and determining which client apps could, and should, be migrated to cloud.

CORE ECS, Atlanta, GA

2010 – 2011

A leading global provider of technology-based products and professional services for government and education customers.

CHIEF TECHNOLOGY OFFICER

Recruited to help build an advanced technology business unit providing consulting services to large K – 12 school districts. Established business unit's core technology strategy, created new products and go-to-market services, developed and managed strategic partnerships (EMC, RSA, VCE, VMware, Cisco, Intel) and built technology and marketing teams. Directed transformation projects, selected and managed third-party vendors, participated in governance processes and developed annual budgets.

- Turned around data center performance, elevating uptime to 99.999% (up from 98.5%) and meeting all school district SLAs.
- Saved \$3M annually by consolidating five data centers into one high-availability, high-security facility.
- Led full data center hardware/software refresh, introducing Vblock technology to support 11 million students, 1,500 remote software developers, and helped integrate vendor products.

SOLUTIONEERING GLOBAL, LTD, Colorado Springs, CO

2008 – 2010

Provider of innovative enterprise software/hardware solutions to government and F1000 companies.

FOUNDER | MANAGING PARTNER

Formed tech startup to develop and market a Mac-platform information lifecycle management (ILM) software solution for the enterprise. Built and directed agile software development for *data lifecycle management* for the Apple enterprise, plus managed sales and QA functions. Implemented strategic policies, developed operational processes, established budgets and performance requirements, built and led teams and owned project lifecycles.

- Conceptualized and started three companies, transforming Solutioneering Global into a tech holding company.
- Championed engineering and operational excellence, and contributed to platform design and architecture.

CLOVERLEAF COMMUNICATIONS, INC, Woodbury, NY

2005 – 2008

Developer of intelligent storage networking (ISN) management and unified storage software products.

VICE PRESIDENT, WORLDWIDE SALES, SYSTEMS ENGINEERING AND CUSTOMER SUPPORT

- First US-based executive in Cloverleaf's five-year history; closed company's first sale and global reseller agreement with Apple Computer.
- Delivered demand generation program that generated \$100M in pipeline growth from 106 face-to-face meetings with Fortune 500 C-level executives in first six months.

Xiotech Corporation, Eden Prairie, MN

2003 – 2005

Provider of storage solutions for virtualized infrastructure and database management systems to customers worldwide.

VICE PRESIDENT, GLOBAL CHANNEL SALES, SYSTEMS ENGINEERING AND MARKETING

- Created and rolled out entirely new global channel program in first 90 days; program increased channel revenues 438% in a single year.

Previous Leadership Experience

SVP, Sales, Marketing and Business Development, Tricord Systems, Inc, Plymouth, MN

- Served as Section 16 officer for publicly traded company in turn-around scenario.

VP, Sales and Marketing, New Ventures, Western Digital Corporation, San Jose, CA

- Drove up shareholder value by differentiating and rebranding Western Digital as a solutions provider.
- Developed, launched seven new products into a global channel increasing New Ventures valuation 2.5X (from \$18M to \$50M+) in less than 18 months.

VP | GM – Technology and Process Consulting, Pleasanton, CA

- Hired and coached consultants for ERP implementations throughout North America.

B-52 Aircraft Commander and Instructor Pilot, US Air Force

- Honorably Discharged
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Education

MS, Computer Science, California State University, Castle AFB, CA
BS, Applied Mathematics, Randolph-Macon College, Ashland, VA

Additional Studies

US Air Force: Undergraduate Pilot Training and B-52 School | B-52 Aircraft Commander
Digital Flight Simulator School | Digital and Analog Electronics School | Leadership Schools

Sales and Technology Certifications

Certified Sales Professional, National Association of Sales Professionals
Certified Sales and Systems Engineer, EMC Velocity Program
Certified Converged Infrastructure Master Design Engineer, VCE Proven Professional
Certified VCP3, VSP and VTSP, VMware
Certified SAN Practitioner, Infinity I/O

Volunteer Activities

Veterans Count (Easter Seals Non-Profit), Board of Directors
New Hampshire State Veterans Cemetery Association, Board of Directors
The Air Force and Space Association, New Hampshire Former State President, Life Member
Northrup Grumman/Air Force Association CyberPatriot, Program Mentor – High Schools
Air Force STEM/Orbital ATK/Air Force Association StellarXplorers, Board of Directors, Communications and Software
Military Muster, Military Ministry serving Members, Families and Veterans, First Presbyterian Church, Colorado Springs
AARP, Driver Safety Instructor
