

J. Powell

Field CTO

Cloud Platforms | Security | HCI | Pre Sales | Thought Leader



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J. Powell's LinkedIn

QUALIFICATIONS

Results oriented and enthusiastic professional with over 20 years of experience delivering technology solutions to help businesses meet their goals. Extensive hands-on experience with Cloud, Security, automation and Data Center technologies. Exceptional public speaker with strong presentation skills. Creative problem solver with the ability to work within a team or as an individual. Passionate about learning, traveling, mentoring, and building strong working relationships.

CERTIFICATIONS

VMware Certified Professional -
Multi Cloud January 2023



VMware Certified Associate -
Data Center Virtualization 2013



VMware Certified Associate -
Workforce Mobility 2013



ACCOMPLISHMENTS

VMware vExpert - Multiple Years



EXPERIENCE



Field CTO - Cloud Platforms and Solutions

February 2022 - Current

- Focused on strategic selling around VMware strategic direction: Multi Cloud Modern Applications, Cloud Management, Security, and Digital Experience Management
- Tasked with contribution to a \$158M+ annual attainment for Americas Corporate.
- Specialist with a focus on VMware Cloud Foundation, vSAN, and Aria.
- Responsibilities include Executive & Technical Briefings, driving business outcomes.
- Grow business by forging strategic partnerships with customers by understanding their objectives, KPIs, and multi-year technology roadmaps.
- Provide executive sponsorship to customers ensuring VMware solutions meet customer business goals.
- Drive strategic direction and technology architecture.
- Assist with customer future state roadmaps & technical enablement.
- Enable customers and VMware sellers with presentations, demonstrations, workshops, and sizing exercises to ensure all expectations are exceeded.



Multiple Roles

2016 - February 2022

2020 - February 2022: Field CTO, HCI and Software Defined Presales (Global).

- Focused on strategic selling and enablement, collaboration between Dell and VMware sellers, covering all sales segments.
- Tasked with contribution to a \$3B+ annual attainment.
- Specialist with a focus on VMware Cloud Foundation, VxRail, & PowerFlex
- Responsibilities include Executive & Technical Briefings, driving business outcomes with segments of Dell Technologies largest customers.
- Collaborate with Technical Marketing and Competitive teams to provide content for the field sellers.
- Facilitate enablement sessions, product roadmaps and demos for Global Partners

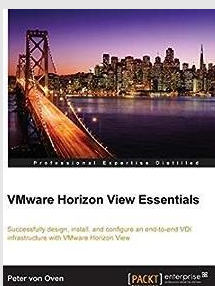
2019: SE Manager, VxRail and PowerFlex Presales Teams (Central & Eastern US).

- Focused on building and growing a specialized team of presales engineers who provided deep subject matter expertise on VxRail and PowerFlex.
- Our team helped the Central and Eastern divisions overachieve hyper converged goals as set by senior sales leadership.
- Responsibilities included proposal development, issue escalation, career development and building highly technical teams that articulated business and technical benefits to customers as well as the internal teams supported by our specialty organization.

Author – Mastering vRealize Automation 6.2, Packt Publishing 2015



Technical Reviewer – VMware Horizon View 6 Essentials, Packt Publishing 2014



TECHNOLOGIES

- Server & Storage platforms from Dell, HPE, Pure, NetApp, & Cisco
- Big Data platforms such as Splunk & Tanzu Observability
- VMware Portfolio including vSphere, Horizon, Workspace One, NSX, vSAN, Cloud Foundation, VMC on AWS, and Aria Suite
- Microsoft Collaboration and Application platforms (Office 365, Teams, Sharepoint, Exchange)
- Microsoft Server and Management Platforms (Windows, Azure, and System Center)
- General experience with Linux, AWS, Azure, Docker, Tanzu, OpenShift, Terraform, & Ansible

EDUCATION

Bachelor of Science – Communications

Focus on Radio and Television Broadcasting

East Carolina University
Greenville, NC – May 2000

EXPERIENCE (continued)

2018: Advisory Systems Engineer, HCI and Software Defined Storage (Americas).

- Focused on closing hyper converged and software-defined storage business that was highly competitive and challenging.
- Encouraged sales teams to provide strategic and detailed proposals to illustrate solution-based selling.
- Ranked as one of the top requested speakers at customer Executive Briefings, based on NPS.

2016 - 2017: Senior Presales Systems Engineer, VxRail (Central US).

- Divisional area specialist focused on delivering enablement and deep level expertise to internal sellers and strategic customers.
- Focused on Commercial and Enterprise segments to provide outcome-based product sales.
- Daily responsibilities included meeting with customers and partners, providing updates on hyper converged portfolio, collecting customer requirements, and designing Modern Data Center solutions.



RCI

Enterprise Applications Engineer

2012 - 2016

- Daily responsibilities involved VMware ESXi, vCenter, vRops, Lync, Exchange, SCCM and SCOM troubleshooting and support, and Windows Systems & Linux Administration.
- Deployed Splunk software for deep level log analysis of RCI's B2C and SOA servers.
- Engineered and architected SCOM 2012 R2 which monitored over 100 Domain Controllers deployed globally.



Senior Presales Engineer

2011 - 2012

- Daily responsibilities involved VMware ESXi, View, and vCenter troubleshooting and support, Windows Systems Administration, assisting in the creation of Statements of Work for client projects, and managing Sarcom Field Technicians.



Information Technology Administrator

2002 - 2010

- Daily responsibilities included managing VMware, Dell, and Cisco environments, Active Directory housekeeping, backups and data retention, firewall monitoring and Exchange Administration.