



QUALIFICATIONS

Driven and passionate professional with over 20 years of experience providing technology solutions, helping businesses from startups to Fortune 100 companies achieve their goals. Extensive hands-on experience with Cloud, Security, Automation, AI, ML 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

- Technical Executive focusing on VMware strategic direction: Multi Cloud (Cloud Foundation) Modern Applications (Tanzu), Cloud Management (Aria Suite), Security (NSX), Digital Experience Management (Horizon VDI), and Private AI
- Top presenter at Executive & Technical Briefings, driving business outcomes & creating business development strategies.
- Grow business by forging strategic partnerships with customers by understanding their objectives, KPIs, and multi-year technology roadmaps.
- Provides technical demos of VMware Cloud Foundation, vSAN, NVIDIA Private AI, Aria Automation to emphasize the solution stack, not the individual components.
- Mentor and train field sales teams around solution selling and AI
- Provide executive sponsorship to customers ensuring VMware solutions meet customer business goals.
- Drive VMware strategic direction and technology architecture with Private AI.
- Architect customer future state roadmaps, technical enablement & product strategy.
- Setting strategic technical sales direction for field teams in order to match customer needs with the appropriate solution set.



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.
- 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.
- Guide technical decisions in Machine Learning and Artificial Intelligence with telemetry data to increase NPS
- Collaborate with Technical Marketing and Competitive teams to provide content for the field sellers.
- Facilitate enablement sessions, product roadmaps and demos for Global Partners

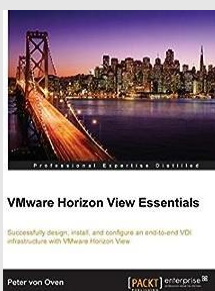
2019: Manager of PreSales Engineers, VxRail and PowerFlex (Central & Eastern US)

- Focused on recruiting, retaining, and developing a top specialty SE organization chartered with solving complex customer challenges.
- Drive trust and transparency within the organization, as well as our customers.

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, Nutanix, & 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)
- Linux, AWS, Azure, Docker, Kubernetes, OpenAI, LLMs, RAG, Inferencing, Checkpointing, Private AI and Machine Learning with PyTorch, Jupyter Notebooks, and the NVIDIA software including TensorRT

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 involved managing VMware, Dell, and Cisco environments, Active Directory housekeeping, backups and data retention, firewall monitoring, and Exchange Administration.