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FIDELIS CYBERSECURITY – Senior Security Sales Engineer (2015 – 2016)

- Achieved success using multiple strategic and consultative approaches directed primarily at the Chief Information Security Officer. Rapid identification of decision makers with budget or major signing authority.
- Added momentum to the sales process by quickly establishing technical credibility, developed long-term, trust based relationships with executive management thereby producing references at top-flight accounts.

FORSYTHE – Security Solutions Architect (2014 – 2015)

- Consulted with Fortune 50 customers on critical project requirements. Such as *Black Energy* related SCADA infrastructure vulnerabilities (Bluecoat, FireEye, PaloAlto, SourceFire, Intel, Checkpoint, Darktrace teams).
- Integration of penetration testing, social engineering, auditing of Governance Risk and Compliance (GRC).

VSS MONITORING – Senior Sales Engineer, West & Global Technical Marketing Manager – Alliances (2011 – 2014)

- Top Performer, constantly exceeded quota in Southwest region selling network taps (\$2,500,000+ @ year)
- Extensive experience with all aspects of the technical sales process from the initial contact, followed by identification of requirements, qualification of the customer's budget, demonstration/whiteboard sessions and finally through a successful product evaluation (then PO). BizDev work with dozens of alliance partners.
- Administered Salesforce Org; developed executive sponsorship, designed, then implemented numerous processes including quoting, customized forecasting/territory management and all aspects of integration within the company. Pioneered company-wide knowledgebase, SharePoint and MS Project Web Servers.

CONTRACT CONSULTING POSITIONS (2009 to 2011):

NET OPTICS INC. – Field Application Engineer (Sales Engineer) / Salesforce Admin (2010 - 2011)

- *Provided global pre- and post-sales support for the entire Net Optics product line. Developed complex in-line bypass solutions with multiple security-in-series tools (e.g. Palo Alto -> SourceFire -> FireEye etc.)*
- *Established Salesforce within the company, created all SFDC procedures, converted from legacy sales systems and trained over 100 users. Administered every aspect of the SFDC ORG and all 3rd party apps.*

CRICKET COMMUNICATIONS - Network Engineer IV, Network Management & Telemetry Analyst – (2009 - 2010)

- *Network Engineering contractor specializing in designing/optimizing core enterprise monitoring, troubleshooting and reporting solutions. Developed executive KPI dashboards alerts and Tower KMLs.*
- *Provided detailed analytical data to senior management by installing & tuning NetScout Infinistream.*

JUNIPER NETWORKS - Technical Marketing Engineer / Data Center Firewall Product Specialist [SME] (2007 - 2009)

- Juniper responsibilities included creating all related collateral, 3rd party and "real-world" performance validation plus fine tuning the message to challenge products in the industry. Developed competitive KB.

PATCHLINK INC. (Formerly Lumension now Heat Software) – Sales and Engineering Director, EMEA (2003 - 2005)

- Systems Engineering Director covering Europe, Middle East and Africa. Managed pre- and post-sales issues for all customers and Patchlink employees in EMEA. Traveled extensively and presented at tradeshows.
- Held major international executive positions, such as the initial employee in the UK region founded Patchlink's first international office in London, hired then managed 8 technical staff members & sales reps.

NETWORK ASSOCIATES (McAfee now Intel) - Senior Systems Engineer, Sniffer Technologies (1999 - 2003)

- Systems Engineer with market-leading protocol analysis and network security manufacturer. Evangelized the entire set of Sniffer network analysis solutions to AZ/NM enterprises such as AMEX, Intel & Motorola.
- Developed complete competitive analysis and won SE presentation competition. (**President's Club 2001**)

Summary: Over 22 years of Sales / Systems Engineering experience with Networking and Security Products.

- Provided pre- and post-sales SE support for opportunities worth over \$10 Million (Total revenue > \$35 M)
- Adept in all aspects of sales and systems engineering from prospecting, through the demo/POC, to overcoming objections and a successful closing. Able to easily explain detailed technical issues, be clearly understood within all levels of an organization and by all company personnel. Experienced and persuasive with customers, skilled at delivering the product message with depth and genuine enthusiasm!
- Highly professional presentation and business communications skills. Veteran public speaker, equally comfortable in promoting complex network security products at industry trade shows, giving a boardroom presentation to the CEO or leading a full-day seminar for hundreds of systems engineers.
- Developed technical marketing collateral for Juniper Network's sector leading, high-end security product lines specifically the ISG-1000, ISG-2000 and NS-5000 series. Familiarity with similar competitor firewall products from Cisco, Checkpoint, Fortinet, Sonic Wall, Palo Alto Networks and others.
- Designed and presented multi-media based technical training sessions for Systems Engineers detailing new offerings, current products and competitor's technologies. Produced fully animated PowerPoint presentations, custom video editing and developed storyline for customer seminars of 150+.
- Understanding of entire McAfee and NetScout product line including Portable Sniffer, Distributed Sniffer, nPO Manager, nPO Visualizer, Infinistream, Intrushield & Mobile Intelligence.
- Deployed numerous network security / analysis / monitoring solutions in confidential environments.
- Crafted, implemented and administered Salesforce Orgs for \$100 million companies with 300+ users.
- Created hands-on curriculum for customers and resellers detailing: firewalls, IPsec/VPN, routing, switching, wireless, voice and OS patching solutions. Conducted entertaining and exciting packet analysis demo labs that showed students the real causes of network or application downtime, then led the groups in round-table and problem solving discussions.

OPERATING SYSTEMS - VSS ... Gigamon ... Firemon ... Darktrace ... NetOptics ... FireEye ... Palo Alto ... Juniper Screen OS ... Checkpoint ... Intel/McAfee ... Windows XP/Vista/7/8/10 ... Windows Server ... MAC IOS ... Kali Linux 2.0 ... SourceFire ... Ixia ... Spirent ... Cisco ... Motorola ... E911/EMD (Emergency Medical Dispatch) ... Android ... Glass APK

SOFTWARE – Salesforce (Admin) ... Various NMS ... Sniffer (NetScout) ... McAfee Security and Anti-Virus ... VMWare ESX Server ... Exchange ... SharePoint ... All Office (PowerPoint expert) ... Project ... Visio... Access ... SQL ... Oracle...

NETWORK TECHNOLOGIES Inline Bypass /Taps... IDS-IPS ... NGFWs ... Anti-Malware ... DPI ... DLP ... VPN ... WAN Acceleration ... VoIP ... 802.1Q ... AAA ... Load-Balancing ... Radius ... TACACS ... Ethernet switches ... Routers ...

TRAINING: Sales: Siebel, Decker Communications and Dale Carnegie **Juniper:** CJFW, AJVI, IFVH, SMF

Sniffer University: Sniffer: 101, 202, 204, 218, 303 and 304, **Cisco:** Cisco Router & Access Server Configuration

EDUCATION – **University of New Mexico** (Pre-Med college courses and UNM Emergency Medical Services Academy)
Albuquerque Technical-Vocational Institute (Emergency Medical Technician-IV, NEMEMT-IV, NREMT-IV, Triage Officer)
State of New Mexico, Fire Sciences Training Institute (Firefighter I/II, LPG, Water Rescue, Engineer & Fire Line Officer)
New Mexico Department of Public Safety – Helicopter Operations (HazMat [Rad/Chem./Bio] & Incident Commander)

AWARDS / FOUNDATIONS

- <http://1989Earthquake.org> (Loma Prieta Response Team) <http://EMSPTSD.org> (Fire & EMS PTSD help)
- Commendation awarded by Patchlink Corporation for Distinguished Service / Crisis Management 2004
- Winner - Sales Engineering Presentation Contest 2003 (Presentations by and for all McAfee–Sniffer SEs)
- Network Associates - Presidents Club Bermuda 2001 (Top 10% of all Sales and Systems Engineers)
- Awarded a commendation for EMS activities at the structural collapse of the Interstate-880 Nimitz Freeway during the Loma Prieta Earthquake in Oakland, California on Oct 17, 1989. (EMT/911 Dispatcher)
- Commendation for Bravery from the Mayor of Albuquerque, New Mexico for rescuing an elderly family from a house fire in 1985. (Firefighter-EMT, Bernalillo/Santa Fe County Fire Departments, NM '85-'87 & '90-'94)