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SUMMARY

- *Thought leader* and member of the IBM Cloud Platinum Team for leading strategic/complex engagements that have executive attention.
- *Experienced* career spanning the stages of build, sell, and deploy.
- *Proven presentation skills* with experience in delivering to technical, business (including C-Level), and analyst audiences (Gartner, Forrester, OVUM, IDC), as well as over 75+ conference speaking engagements.
- *Strong technical skills* which resulted in the creation of assets/demos that have been leveraged to win opportunities and generate pipeline. Some of these assets/demos were also selected by the IBM Marketing team to be highlighted on the ibm.com product landing pages.

EDUCATION

UNIVERSITY OF TEXAS AT ARLINGTON
Master of Science in Computer Science and Engineering, Dec 2004

FLORIDA INTERNATIONAL UNIVERSITY
Bachelor of Science in Computer Engineering, Dec 1998

PROFESSIONAL CERTIFICATIONS

Senior Certified (L3/Thought Leader) and Board Member, IBM
Master Certified IT Specialist, The Open Group

SKILLS SYNOPSIS

- *Solution Areas*: Cloud (IaaS, PaaS and SaaS); Watson AI Services; IBM Watson Customer Engagement; Digital Experience and Social Solutions; Enterprise Content Management.
- *Programming/Development*: Front-End Development (JavaScript/HTML/CSS); Node.js; Mobile (iOS, Ionic, Cordova); Java; REST; Bash Scripting.
- *Other*: customer facing; thought leader; presentation/speaking; technical writing; experienced in handling critical/complex situations.

WORK EXPERIENCE
Apr 2019 - Present
(Deploy)

International Business Machines Corporation (IBM)
Senior Cloud Solutions Architect, Global Cloud Acceleration Team (GCAT)
- Assist clients in the design and deployment of production workloads to IBM Cloud. This includes large multi-region solutions covering FS Cloud, FedRAMP, VPC Networking, Containers/Kubernetes, VMware, and other IaaS/PaaS services.
- Collaborate closely with the IBM Product Management and Development teams to help shape IBM Cloud offerings based on client requirements.

Aug 2016 – Apr 2019
(Sell)

International Business Machines Corporation (IBM)
Technical Sales Specialist, NA SME/SWAT Team for IBM Watson Customer Engagement
- Coordinated and worked with the IBM Client Account teams to provide technical advisement, direction, and activities that progressed sales opportunities (cloud and on-premises) towards closure and allowed our customers to achieve their goals.
- Lead activities which included, but not limited to, demonstrations for customers and analysts (i.e. Gartner, Forrester, IDC, OVUM), delivered solution briefings for both technical and business audiences (including C-Level), planned technical workshops, and developed new leading-edge assets (i.e. AI/Cognitive) for use by the broader worldwide team.

Apr 2010 – Aug 2016 **(Sell)**	**International Business Machines Corporation (IBM)**

International Business Machines Corporation (IBM)
Technical Sales Specialist, IBM Digital Experience and Social Solutions
- Collaborated with IBM Client Account teams to provide technical advisement, direction, and activities that progressed sales opportunities towards closure and eliminated technical obstacles.
- Led customer briefings, solution demos, and proof-of-technology workshops.

Jan 2004 - Apr 2010
(Build)

International Business Machines Corporation (IBM)
Consulting IT Specialist, Portals & Collaborative Solutions for Business Partners
- Worldwide Technical Team Lead for ISV & Developer Relations (IDR).
- Managed day-to-day operations of the team. Worked with upper management on what our annual commitments to our funders would be and what resources/budget would be needed.
- Managed technical validations for the IBM Lotus Business Solutions Catalog.
- Provided enablement and development assistance to IBM Business Partners who were developing portal and collaborative based solutions using IBM middleware.

March 1999 – Jan 2004
(Build)

International Business Machines Corporation (IBM)
Software Engineer, Enterprise Content Management (ECM)
- Provided worldwide technical support and development assistance in the planning, installation, and configuration of IBM's Enterprise Content Management products.
- Developed enablement material (sample applications, technical white papers, articles, FAQs) for publication on the IBM PartnerWorld website and external magazines.

Aug 1994 – March 1999

MIAMI-DADE COUNTY PUBLIC SCHOOLS
Computer Specialist
- Managed school-wide network consisting of 300 Mac and IBM compatible workstations.
- Trained teachers and students on how to effectively use the technology resources.
- Decision maker on what computer software and hardware to purchase.

CONFERENCE PRESENTATIONS

Main Stage (Opening General Session) presentations which accompanied the keynote:
- Digital Experience Conference in Madrid, Spain with 500+ audience (2016)
- Digital Experience Conference in Dublin, Ireland with 1000+ audience (2015)

Over 75 speaking engagements at major conference events, including (but not limited to):
- IBM Fast Start (Internal Event)
- IBM Think
- IBM Amplify
- IBM Digital Experience Technical Conference
- National Retail Federation (NRF)
- Internet Retailer Conference + Exhibition (IRCE)
- IBM Connect
- Lotusphere
- IBM Insight Conference
- Technical Leadership Exchange (TLE)
- IBM Information OnDemand
- DFW Technical Exchange
- WebSphere Portal Technical Conference
- Lotus Advisor Live
- Content Management Technical Conference

HONORS / AWARDS

- IBM Tech 2023 (previously known as Best of IBM), 2023.
- Outstanding Technical Achievement (OTA) Awards, (2013, 2020, and 2023).
- Manager's Choice/Excellence Award, 2017-2018 (Multiple).
- Advanced Technical Eminence, 2016.
- Hundred Percent Club, 2014.
- Sales Eminence Recognition, 2013.

PATENT APPLICATIONS

"Non-Intrusive Validation of Software Used by Middleware Providers".
Disclosure AUS820052109: 2006.