

CLOUD EVANGELIST EMPOWERING BUSINESS TRANSFORMATION

\$150m+ Revenue generated globally by pioneering assessment led selling partner programs. Original contributor leading development and execution of the vSphere Optimization Assessment (VOA).
70% YoY growth Dell CM revenue – Strategically led and tactically executed roll out of Dell VOA.

Relationship-Builder Displacing Competition and Capturing Mindshare

Delivering Programs, Sales Plays, Pipeline, and Enablement to Grow Cloud Management Sales

Business Unit Relationships – Engaging Presenter – Complex Solutions – Cloud Strategy
Partner Relationships – Visionary Evangelism – Customer Relationships – Cross Functional
Go-To-Market Programs – Analytics – Targeted Account Alignment – Business Growth Strategies

RECENT ROLE HIGHLIGHTS

VMware: Accomplished speaker and valued channel resource

- 179% Bookings achievement FY22
- 150% Bookings achievement FY21
- 173% Bookings Achievement FY2018
- 216% Bookings Achievement FY2016
- \$15m+ revenue generated with Dell VOA sales program
- VMworld Session Speaker 5 years in a row, 8 sessions

ClearCube: Executed Client LOB turn around with 3 products

- 35% YoY Growth of Client LOB
- 3 Products Launched in 2011 still being sold today!

VMware Corp Overview (2022):

My winning submission to the company elevator pitch contest.
<https://youtu.be/MQhxassQ1bc>

VMware Elevator Pitch(2015):

My submission to the company elevator pitch contest.
<https://youtu.be/7OOjCChL8f4>

PROFESSIONAL HISTORY

VMware, Palo Alto, CA ▸ 2012 – Present

SENIOR BUSINESS SOLUTION STRATEGIST, STRATEGIC PURSUITS PRACTICE

SENIOR CHANNEL CLOUD MANAGEMENT SALES SPECIALIST – SENIOR ACCOUNT SOLUTIONS ENGINEER

129% of plan in FY12H1– 173% of plan in 2018H2– 216% of plan in 2016H2

Revenue & Pipeline Growth – Channel & Account Strategy – Competitive Intelligence – Field Alignment

Built sales and delivery practice strategy with senior business partner leaders to grow SDDC technologies sales and delivery. Empowering partner ecosystem to invest in the business, sales, and technical processes and capabilities that lead to integrated cloud transformation and Software Defined Data Center storytelling for their customers.

- \$2.7m ELA with national retail brand resulting from direct engagement with partner through complex sales cycle and multiple solution value proof points.
- 100% YoY growth 2014-2015 Texas regional and national partner's SDDC revenue.
- 100% attainment against partner revenue commit 2014.

PROFESSIONAL HISTORY continued

ClearCube Technology, Austin, TX. ▷ 2011 – 2012

PRODUCT MARKETING MANAGER – MARKET ANALYSIS AND PRODUCT DEVELOPMENT

35% YoY Growth of Client LOB – 10% YoY Growth of Blade LOB – 3 Products Launched in 2011

Market Analysis – Strategic Partnerships – Market Requirements Research – Vendor and Contract Manufacturing Management – Phased Review Process – Press Releases

Responsible for strategic product roadmap planning and execution throughout the client device and blade server product lifecycle, including: gathering and prioritizing customer product requirements, defining product vision and associated corporate strategy, working closely with engineering, sales, quality, and C-level executives to ensure revenue and satisfaction goals met.

NextI/O, Austin, TX. ▷ 2008 – 2011

TECHNICAL MARKETING MANAGER – CUSTOMER ENGAGEMENTS, TRADE SHOWS, ANALYST BRIEFINGS

36 Trade Shows in 2010 – 4 World First Product Demonstrations

Multiple Industry First Technology Demonstrations – Channel & Investor Strategy – Analyst Interviews – Strategic Investor Demonstrations – Sales Enablement

Architected and deployed proof of concepts and demonstration systems using NextI/O Virtualization products in support of all pre-sales activities. Identified engineering requirements and feature enhancements; built many industry first demonstrations and product installations. Designed systems and use cases for pre-sales, trade shows, and analyst and investor presentations.

Surgient, Austin, TX. ▷ 2006 – 2008

VIRTUALIZATION LEAD AND SENIOR SOFTWARE SUPPORT ENGINEER – VMWARE ADMINISTRATION

100% Compliance to Uptime SLA – 98% First Time Resolve Metric

Process Automation – On Call Service Support – Account Relationship Management – Software Debug Complex Multi-Discipline Troubleshooting – Solution Enablement

Provided expert level support of Surgient's complex virtualization management and automation software platforms. Delighted customers and account teams daily with impeccable support and account relationship management for an extremely complex and cross discipline virtualization software product utilizing my expertise with VMware, HyperV and Xen virtualization platforms.

Dell Inc, Austin, TX. ▷ 2001 – 2006

SUPPORT ENGINEER – ENABLEMENT DEVELOPMENT– IT FACTORY SUPPORT– SYSTEMS CONSULTANT

100+% Quota Attainment – 94% First Time Resolve Metric

On Call Service Support – Account Relationship Management – Multi-Discipline Troubleshooting – Solution Enablement – Customer Product Demonstration

EDUCATIONAL BACKGROUND

University of Central Florida, Orlando, FL. ▷ 1997 – 2000

BACHELOR OF ART STUDIO PROGRAM, GRAPHIC DESIGN AND COMPUTER ANIMATION

Valencia Community College, Orlando, FL. ▷ 1995 – 1997 - ASSOCIATE OF ARTS