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EXPERIENCES

Consulting Systems Architect

Red River, LLC. - Since October 2020



The CSA for Design Engineering is responsible for pre-sales engineering activity including identifying customer's business problems and solving those problems through the use of technology, supporting the field on complex sales engagements. CSA's have a broad understanding of how multiple related technologies align to customer business requirements.

Primary Pre-Sales Technical Resource for Fed SI's, including Raytheon Technologies, Leidos, SAIC, Lockheed, General Dynamics, and DoD - specifically DISA. Also support USN and Army.

CSA's function is equally technically and business focused. The CSA directs one of more Design Architects across multiple client engagements. Works with the sales team and to determine how technology can optimize clients' current, as well as creating a roadmap to support customers evolving business requirements. The CSA provides technical leadership to internal company initiatives. They analyze, educate, test and recommend new advanced solutions in support of the Practice & Advanced Solution teams.

In CY22, achieved 100% of goal at the end of Q3 for a total of \$35m.

Consulting Systems Engineer/Systems Engineer IV

Cisco Systems, Inc. - July 2004 to October 2020



- ▶ As the Lead Enterprise Sales team Engineer , my primary responsibilities include understanding Customer's network architecture, CXO priorities, and mapping Cisco products and solutions to help them solve problems and achieve business goals and reducing costs.
- ▶ Sold and mastered almost every major Enterprise technology Cisco sells over my career
- ▶ Consistently Stack ranked in the top 10% of my teams in all 16+ years at Cisco Systems, Inc.
- ▶ Developing transitional technical strategic planning for customers to migrate to new and improved technologies. Crafted customer specific roadmap and Enterprise Architecture visions.
- ▶ Covered Global Premiere Enterprise Account for 17 years.
- ▶ Possess solid working knowledge of Cisco End-to-End solutions, including WAN Routing, LAN Switching, Software Defined Networking (DNA), Unified Computing, Hyperflex, Security Solutions, Cloud, Data Center.
- ▶ Was one of only three Systems Engineers IV's in the Company Worldwide at Cisco Systems.

Systems Engineer III

Juniper Networks - 1999 to 2004



- ▶ Juniper develops and markets networking products, including routers, switches, network management software, network security products, and software-defined networking technology.
- ▶ As the first Sales Systems Engineer covering all of New England and Upstate New York, grew the revenue in New England territory from \$4m to \$110m in less than five years.
- ▶ Handled all verticals, including Telecomms, CSP's, as well as Higher Education, Financial and Manufacturing companies.
- ▶ Responsible for positioning and educating and certifying Juniper products for use in customer base. Worked closely with Customer Engineering teams.
- ▶ Deep knowledge in IP Routing technology including BGP, OSPF, ISIS, as well as MPLS applications (Layer 2 & Layer 3), QoS.
- ▶ Led GMPLS interop test efforts for Juniper at the University of New Hampshire Interoperability lab. Also led the combined partner Solution Offering certification at Lucent Technologies.

Consulting Systems Engineer

Avici Systems - 1997 to 1999



- ▶ Leading provider of purpose-built carrier-class routing solutions for the Internet.

- ▶ First Sales Engineer for Avici Systems, and in that role was the technical lead for the sale of the Avici Terabit Switch Router (TSR) to AT&T and provided build out and full deployment of the AT&T Core IP/MPLS Network.

Marketing Engineer and New Product Introduction Manager



3Com - 1996 to 1997

- ▶ Supported Trade-Show setup and support for the 3Com Corebuilder Line of LAN switches. Also provided lab test support for industry publications such as Network World, Scott Bradner and
- ▶ Provided benchmark lab test support for industry publications such as Network World, Computer Week, Nick Lippis and Scott Bradner. Additionally created marketing collateral and presentations in support of the Product Line.
- ▶ In my role as New Product Introduction Manager, I supported all Engineering Development phases for the US Robotics Totalswitch LAN Switch product Line. This included creating the Product Requirements and driving the release and launch of new products within that portfolio of products, managing beta releases and working with Marketing on Product collateral.

Manager of Customer Support



Amberwave Systems, Inc. - January 1994 to October 1996

- ▶ Responsible for the timely resolution of all Customer Service efforts.

Developed warranty programs, as well as training curriculums, software release notes, and ticket automation systems. Worked with staff and Engineering to resolve escalations and identify bugs and workarounds.

Spec'd, built and Maintained all in-house IT Corporate and Development environments.

- ▶ Integral member of the Acquisition team when company was acquired by U.S Robotics which in turn was acquired by 3Com.

Manager of Customer Support - Internetworking



Chipcom - 1993 to 1995

- ▶ Manager - Customer Support
- ▶ Daily Management of the Customer Support Contact Center specifically for the Internetworking Team and go to market Cisco Router products