

JOHN DOE

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SUMMARY

Enterprise Solutions Engineer and technical advisor with 8+ years in customer-facing pre-sales, solution consulting, and technical delivery, plus 15+ years total in enterprise technology. Partnered directly with Account Executives at a global developer platform company to develop territory strategy, lead consultative discovery, and drive complex sales cycles with Fortune 500 and Fortune 1000 customers — contributing to multimillion-dollar opportunities and closed services contracts. Deep technical breadth across hybrid cloud, virtualization, containers and Kubernetes, data platforms, infrastructure modernization, and AI adoption. Skilled at translating technical capability into business outcomes for enterprise architects, infrastructure leaders, and executive stakeholders. Dallas-Fort Worth based with an established regional technology network of 400+ professionals.

CORE COMPETENCIES

Pre-Sales & Solution Consulting	Consultative discovery, solution design and positioning, demonstrations, workshops, proofs of concept, technical presentations, executive briefings, RFP and Statement of Work development
Sales Partnership	Territory and account strategy with Client Executives, opportunity qualification, pipeline management, whitespace and expansion identification, ROI and TCO discussion, competitive differentiation
Enterprise Infrastructure	Hybrid and multicloud architecture, virtualization (VMware, KubeVirt/OpenShift Virtualization), containers and Kubernetes, data center modernization, backup and disaster recovery concepts, resilience and high availability design
Cloud Platforms	AWS (Certified Cloud Practitioner), Microsoft Azure, Google Cloud Platform, Red Hat OpenShift, Firebase, Cloudflare
Data & AI	Enterprise data platforms (PostgreSQL, Oracle, Teradata, MongoDB, Elasticsearch), AI adoption and enablement, AI coding assistant enterprise rollout, AI-assisted development workflows, LLM tooling
Security & Resilience	IAM and RBAC, secrets and certificate/key management (HashiCorp Vault), data protection, vulnerability management, secure SDLC, cyber resilience concepts
Partner & Channel	Joint account strategy with channel and alliance partners, partner technical enablement, co-delivered customer engagements
Technical Foundation	Java, Python, JavaScript, Bash; Linux/RHEL administration; CI/CD (Jenkins, GitHub Actions); microservices and RESTful API design

PROFESSIONAL EXPERIENCE

Global Developer Platform Company (Fortune 50 Parent) <i>Senior Solutions Architect / Senior Solutions Engineer — Remote, TX</i>	Mar 2021 – May 2025
- Served as trusted technical advisor across an enterprise territory, partnering directly with Account Executives on territory strategy, opportunity qualification, and execution of complex, multi-stakeholder sales cycles. - Led consultative discovery sessions with enterprise architects, infrastructure leaders, and executive stakeholders to uncover business initiatives and technical challenges beyond stated requirements, translating findings into solution recommendations tied to business outcomes. - Contributed to multimillion-dollar revenue opportunities through enterprise AI adoption and platform modernization engagements; partnered on scoping and Statement of Work definition to close strategic services contracts. - Delivered demonstrations, hands-on workshops, proofs of concept, and technical presentations throughout the sales cycle, tailoring depth and framing to technical evaluators and business decision-makers alike. - Managed multiple concurrent enterprise engagements at varying stages of the cycle, balancing competing priorities while maintaining technical and commercial discipline. - Identified protect-and-expand opportunities and new workloads within existing accounts, driving adoption and expansion across enterprise customer environments. - Built and delivered enablement programs, training, and best-practice documentation for Solutions Engineers across North America, scaling repeatable technical positioning for the AI and developer productivity portfolio. - Collaborated with partner and alliance technical teams on joint customer engagements, including representing the company at a major partner user conference. - Presented at the company's flagship user conference and international community meetups; served as President of an employee community of belonging (2022-2025). Conducted technical interviews for Solutions Architect and Solutions Engineer candidates.	
Independent Consulting & Technical Projects <i>Technical Consultant & Instructor — Remote, TX</i>	May 2025 – Present
- Deliver contract technical and AI data projects, including model evaluation workflows for frontier AI labs. - Architected and shipped four production platforms (personal and community web properties) on React, Firebase, and Cloudflare; currently rebuilding a fifth end to end. - Maintain hands-on currency in emerging technology — AI agents, LLM tooling, and hybrid cloud services — through active project work and attendance at AWS Summit, Google GDG, and Microsoft technical conferences. - Published an AI coding assistant course on a major online learning platform (three courses total, including two in Korean) reaching a global audience.	
Enterprise Open Source Software Vendor <i>Senior Consultant / Consultant — Dallas-Fort Worth, TX</i>	May 2018 – Mar 2021
- Led customer-facing consulting engagements for Fortune 500 enterprises, owning technical discovery, solution architecture, implementation, and knowledge transfer for hybrid infrastructure modernization programs. - Designed and deployed Kubernetes platforms with high availability, redundancy, load balancing, and persistent storage; delivered KubeVirt-based virtualization to consolidate virtual machine and container workloads in customer data centers. - Positioned and implemented data protection and security capability including secrets, certificate, and key management with HashiCorp Vault, RBAC and IAM policy design, and API management. - Acted as technical lead across concurrent customer accounts, managing scope, stakeholder expectations, risk, and delivery milestones alongside account teams. - Awarded the Central Region Top Gun award, the consulting organization's most prestigious recognition, for consulting performance and customer impact. - Earned RHCSA, Certified OpenShift Administrator (EX280), and Certified Specialist in OpenShift Application Development (EX288); led a regional enablement program for 20+ consultants.	
Global Financial Services Institution	Oct 2014 – May 2018

AVP, Tech Lead & Architect, Internal Cloud; Engineer Intermediate Analyst — Irving, TX

- Owned architecture for an internal enterprise cloud platform serving global development teams, evaluating and selecting infrastructure, container, and tooling vendors — experience that maps directly to how enterprise infrastructure buying decisions are made.
- Delivered Docker Container-as-a-Service and self-service provisioning for internal customers, driving platform adoption across multiple business units.
- Led migration of 20+ enterprise applications and their build pipelines to a modern source control and CI/CD stack across Development, QA, UAT, and Production environments.
- Presented technology strategy, modernization roadmaps, and business justification to CTO- and Managing Director-level stakeholders, building consensus for platform investment.
- Recognized with internal excellence awards for DevOps CI/CD and Container-as-a-Service delivery, and an Innovation Award.

Major Commercial Airline

Jan 2012 – Oct 2014

Operations Research Consultant; Programmer Analyst, Digital Booking Platform — Fort Worth, TX

- Delivered operational technology solutions for the Integrated Operations Center and built prototypes and proofs of concept improving efficiency and decision-making, including a wearable-computing initiative presented to executive leadership.
- Developed backend services for the customer-facing booking platform serving millions of users; performed large-scale analytics and optimization on Teradata datasets.
- Represented the organization at an international airline alliance CIO Summit in London alongside technology leadership.

Regional Technology Association (Non-Profit)

Jul 2017 – Present

President, CTO & Founder — Dallas-Fort Worth, TX

- Founded and lead a 400+ member technology association across the US and South Korea, directing a five-person leadership team with chapters in two metro areas — an active regional network across enterprise IT, cloud, and infrastructure.
- Organized 60+ in-person events and co-hosted a 2020 business expo with a regional chamber of commerce, moderating 16+ sessions and building relationships with trade agencies, regional enterprises, and universities.

University (South Korea)

May 2022 – Jul 2023

Part-Time Instructor (concurrent with full-time role) — Remote

- Taught cloud, DevOps, and software engineering to three cohorts (~29 students), building curriculum and delivering weekly instruction and one-on-one mentoring.

EDUCATION & CERTIFICATIONS

Major Public Research University — Texas

Dec 2011

B.S. in Computer Science & Aerospace Engineering, Business Foundations Minor

- **Cloud:** AWS Certified Cloud Practitioner • **Red Hat:** RHCSA, Certified OpenShift Administrator (EX280), Certified Specialist in OpenShift Application Development (EX288)
- **Developer Platform:** AI coding assistant, CI/CD automation, and platform foundations certifications • **Leadership:** eCornell – Leading Challenging Conversations • Harvard – Leading People
- **Languages:** English, Korean (fluent), Spanish, Japanese (elementary) • **Publications:** Open source community author on Kubernetes, DevOps pipelines, and fault-tolerant system design