Warren Simon

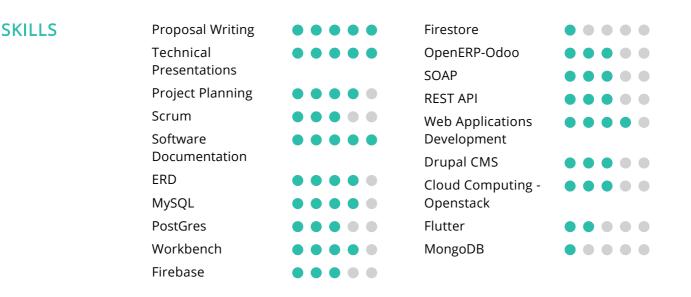
PRESALES

info@resumekraft.com 🖂

+1-202-555-0114 📮

Chicago, Illinois, US ♀

https://www.linkedin.com/in/warren in



EXPERIENCE

Presales

Over Coffee Solutions May 2018 - Nov 2018

Technical Sales

Over Coffee Solutions May 2017 - Nov 2018

- Develop long-term relationships with clients, through managing and interpreting their requirements
- Persuade clients that a product or service best satisfies their needs in terms of quality, price, and delivery
- Negotiate tender and contract terms and conditions to meet both client and company needs
- Calculate client quotations and administer client accounts
- Provide pre-sales technical assistance and product education
- Analyze and document system specifications and requirements in a user story format
- Follow up the product development process and make sure all requirements are implemented
- Road map the product- Arrange and carry out product training
- Analyse costs and sales
- Prepare reports for head office and keep customer records
- Support marketing activities by attending trade shows, conferences, and other marketing events- Make technical presentations and demonstrate how a product meets client needs
- Liaise with other members of the sales team and other technical experts
- Help in the design of custom-made products
- Provide training and produce support material for other members of the sales team.

Cloud DevOps Engineer

ITSynergy Jun 2012 - Jun 2015

- Working mainly with Openstack clouds, fixing bugs, and extending OpenStack
- cloud solutions. We mainly build applications on top of Openstack clouds,
- like attendance system, traceability systems, etc. We are also responsible for
- deploying, optimizing lots of opensource applications on our Openstack cloud.
- Working with difference management tools for managing the Openstack cloud.

- Building our own Openstack management tools.
- Integrating existing solutions on the cloud with different web services for
- difference cloud service providers.
- Building Video conference systems on the cloud.
- Building and providing a set of E-Learning tools and systems on the cloud.
- Working with different Openstack APIs to build applications based on it.
- Testing and investigating different opensource applications to be used with the
- cloud.
- Building complex web applications using PHP with different frameworks and
- Technologies.
- Building web services for integrating cloud applications with 3rd parties using
- Python.

EDUCATION Faculty of Computers and Information University of Texas at Arlington Sep 2007 - Jun 2011

> High School Degree, Mathematics University of Southern California Jun 2007

LANGUAGES	Arabic	$\bullet \bullet \bullet \bullet \bullet$	French	$\bullet \bullet \bullet \bullet \bullet$
	English			