

# ROBERT SMITH

## Jr. Senior Solutions Engineer

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### SUMMARY

Experienced in the telecommunication and IT field for over 23 years. Vast experience in designing, implementing and developing of voice, data and video network solutions. Experience covers customer, corporate and carrier-class networks. Experienced working as independent consultant and as subject matter expert for small, medium, large corporations and carriers.

### SKILLS

Sniffer University, Cisco Inter Networking Novell Groupwise Administration.

### WORK EXPERIENCE

#### Jr. Senior Solutions Engineer

ABC Corporation - July 2007 – December 2014

- Installs deploys and configures multiple SIEM products.
- Trains and implements of Encryption products for various clients.
- Manages, Configures, and Implements corporation security policies to meet HIPPA, FISM, and GLBA Standards on various software suite and appliances.
- Schedules, plans, and orchestrates out of state data center move.
- Maintains and updates Windows Server environments.
- Led for over 40 customers scheduling, communicating, and completing log management upgrades.
- Installs and configures multiple backs up environments including Backup Exec and SonicWall CDP.

#### Senior Solutions Engineer

Delta Corporation - 2003 – 2007

- Position with Presidio is that of a Solutions Engineer, providing Pre-Sales Engineering for the Avaya and Heritage Nortel product lines.
- Work with Response Team and Account Managers to provide RFP/RFQ and Maintenance proposals.
- Responsible for ensuring all Presidio Managed Services and Avaya Coverage contracts are maintained and renewed.
- Worked as sole solutions engineer, covering entire suite of products for global accounts.
- Provided go-to-market analysis.
- product demonstrations, trade show support, training, RFX support, and overall sales Drove revenue from \$5.5M to \$8.3M between 2005 and 2008 working .
- Worked with direct sales representatives in US, EMEA, and Australia regions on presentations, product demonstrations, trade show support, training, .

## SCHOLASTICS

- Masters In Computer Science - (University Of Missouri, St. Louis - St. Louis, MO)