

Jonathan Sample

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SYSTEMS ENGINEERING MANAGER / CONSULTING SALES ENGINEER

Network Security ♦ Cybersecurity ♦ Solutions Architect

Strategic Senior Solutions Architect and Systems Engineer with 20+ years of experience understanding customers' business and technical challenges and network architectures and promoting innovative approaches to Network Security. Proven ability to lead solution architecture teams to deliver comprehensive security solutions and network design improvements for Fortune 500 clients. Industry expert in security product market trends, security solutions, pre-sales engineering, enterprise networks, new architectures, and network firewalls. Exceptionally talented at building and leading high performing sales engineering teams.

SUCCESS SPOTLIGHT

- Secured a \$5M (3-year) CASB contract with telco carrier, the largest cloud access security deal in the industry.
- Deployed \$200M+ across several Fortune 500 companies as Solution Architect Lead for network optimization product line.
- Sales Engineering Lead for the global service provider team; coached high-performing team to understand business drivers, challenges, and network architecture and promote innovative solutions with a consultative sales approach.
- Security Solutions: Endpoint Protection, Endpoint Detection & Response, Endpoint Encryption, Integrated Cyber Defense Exchange, Secure Access Cloud, Validation Identification Protection, Data Loss Prevention, Cloud Workload Protection and Assurance, Email Security, Web Security Service, Cloud Access Security Brokerage, Content/Malware Analysis, etc.

SKILLS & EXPERTISE

Network Security | Cybersecurity | Architectural Integration Design | Network Architecture | RFP/FRI Lifecycles
Thought Leadership | Consultative/Solution Selling | Recruiting, Hiring & Leading Engineering Sales Teams | POCs
Technical Leader | Relationship Management | Business Development | Strategic Planning | Product Market Trends

PROFESSIONAL EXPERIENCE

SAMPLE COMPANY | AUSTIN, TX | 2009–Present

SENIOR SOLUTIONS ARCHITECT

Execute strategies to communicate the unique business value and impact of Broadcom's enterprise software technology. Establish relationships with internal and external stakeholders, manage customer expectations, and effectively communicate key competitive differentiators and security solutions. Analyze and design complex networking solutions and architecture and resolve a wide range of technical implementation issues for customer solutions.

- ♦ Won a \$5M global proxy and web security transformation contract with global service provider.
- ♦ Subject matter expert and thought leader for all network security products.
- ♦ Built and manage a full cybersecurity demo lab environment for customer demonstrations.
- ♦ Earned several awards: WOW Award (2x), Global Deal of the Year, President's Club (2x), and SE of the Quarter.
- ♦ Expanded business development by rebuilding partnerships with two service providers and customer relationships with several large Enterprise customers.

SAMPLE COMPANY | AUSTIN, TX | 2006–2009

SALES ENGINEER

Executed strategic sales plans by crafting innovative solutions using a consultative approach and value forward product demonstrations. Identified key business drivers and aligned product and service offerings with customer needs. Provided technical consulting and provided continuous support to enhance the product's value proposition. Lead Sales Engineer for Nordic territory.

- ♦ Drove increased revenue by establishing new markets in the Nordic region (small and mid-sized companies).
- ♦ Achieved sales quota YOY by creating and managing business with public and private companies: security, retail, armed forces, telecommunications, SATCOM, environment, mining, and offshoring.
- ♦ Increased productivity and saved money by establishing/managing Value-Added Resellers (VARs).

ADDITIONAL EXPERIENCE

SAMPLE COMPANY | SUNDSVALL, SWEDEN

SYSTEMS MANAGER / SENIOR NETWORK CONSULTANT

Managed and implemented information technology systems and automation processes to improve operational efficiency. Executed hardware and software installation and upgrades, implementation/programming of computer networks and software, and digital security.

- ◆ Cut costs 40% by consolidating service production-area tools.
- ◆ Implemented several Systems Management tools to enhance organization-wide productivity.

SAMPLE COMPANY | SUNDSVALL, SWEDEN

NETWORK CONSULTANT

Served as Cisco Specialist and Lead PBX consultant for Northern Sweden.

- ◆ Migrated large Swedish Telco from DEC net to Windows.
- ◆ Executed simultaneous implementation of one of the largest networked PBX systems in Europe.

CERTIFICATIONS & TRAINING

Expanded Certified Network Professional | Cisco Certified Network Associate | Cisco Certified Network Professional

Symantec Data Loss Prevention 15.0 Administration | Leadership Management Institute, People Leadership

Cisco Networking, Internet Networking University | Consulting Fundamentals, Schlumberger

Cisco BCMSN (Building Cisco Multilayer Switched Networks), Global Knowledge

TECHNICAL EXPERTISE

Technologies: TCP/IP, OSI, Routing, BGP, OSPF, HSRP, Switching, Spanning Tree

Operating Systems: Linux CentOS/Ubuntu, OSX, Windows Workstation, Windows Server

Databases/Infrastructure: Oracle, Microsoft SQL, MySQL, MariaDB, Azure, AWS, VMWare, Xen, Hyper-V

Script Languages: Python, BASH, Microsoft PowerShell

Hardware: Cisco Routers & Switches, Checkpoint Firewall, Blue Coat Proxy, Symantec Proxy, Ubiquiti EdgeRouter, and EdgeSwitch, Ixia, Spirent, Dell Server, IBM Server, Lenovo Server, HP Server

Software: PyCharm, Wireshark, BookStack, Apache, VyOS, BIND, EJBCA (PKI), Graylog, Splunk, Active Directory, Azure AD, InfoVista, Microsoft Office Suite