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PROFILE

ENGINEER, TECHNOLOGIST, MARKETER AND TECHNICAL & DEVELOPER EVANGELIST, I TRANSLATE BETWEEN MARKETING, ENGINEERING AND FIELD SALES TO ENSURE ALIGNMENT AND DELIVER CUSTOMER FOCUSED SOLUTIONS. 20 YEARS EXPERIENCE IN SOFTWARE DEVELOPMENT, HI-TECH SALES, TECHNICAL MARKETING, TECHNOLOGY & DEVELOPER EVANGELISM AND EXECUTIVE COMMUNICATIONS. DEDICATED, FOCUSED, AND ENERGETIC. I BRING PASSION AND ENERGY TO EVERYTHING I DO AND INSPIRE IT IN OTHERS.

EXPERIENCE

FOUNDER, CHIEF TECHNOLOGY OFFICER + DRAGONFLY IOT — 2015 - PRESENT

- RESPONSIBLE FOR ALL ENGINEERING ACTIVITIES
- CONTRACT AND CONSULTING FOR IOT INTEGRATION PROJECTS, DEMO DEVELOPMENT AND OTHER IOT-RELATED DEVELOPMENT EFFORTS
- WHITEPAPER AND BLOG POST AUTHORIZING

CHIEF TECHNOLOGY EVANGELIST + PSIKICK, INC. CHARLOTTESVILLE, VA — 2015

- DEFINED DEVELOPER PLATFORM ARCHITECTURE FOR ENGAGING DEVELOPERS ON NEW IOT SOC
- TESTED EXPERIMENTAL IOT HARDWARE AND DEVELOPED DEMOS TO SHOWCASE CAPABILITIES
- BUILT CUSTOM IOS APPLICATIONS FOR DEMOS
- BUILT CUSTOM (C-BASED) DEVELOPER INTERFACE FOR IN-HOUSE DEVELOPED HARDWARE
- PORTED LINUX/WINDOWS DRIVER TO MAC OS X
- BROUGHT IN BOTH FORTUNE 50 AND EMERGING-COMPANY PARTNERS AND CUSTOMERS
- EVANGELISM ACTIVITIES INCLUDING BLOG POSTS, TWITTER FEED, LINKEDIN UPDATES, ETC. PROMOTING IOT AND COMPANY OFFERINGS

TECHNICAL EVANGELIST + RIVERBED TECHNOLOGIES, INC., SAN FRANCISCO, CA — 2012-2015

- WORLDWIDE TECHNICAL EVANGELISM FOR THE ENTIRE RIVERBED PLATFORM OF PRODUCTS INCLUDING WAN OPTIMIZATION, STORAGE OPTIMIZATION, NETWORK AND APPLICATION PERFORMANCE MANAGEMENT, AND CLOUD STORAGE SOLUTIONS
- DEVELOPED AND DELIVERED DEMOS FOR VIDEO, WEB, AND MAJOR ON-STAGE PRODUCT LAUNCHES
- DELIVERED OVER 100 USER GROUP PRESENTATIONS TO MORE THAN 1,000 POTENTIAL AND CURRENT RIVERBED CUSTOMERS ENABLING THE FIELD SALES ORGANIZATION TO CLOSE OVER \$90M IN SALES
- ORGANIZED AND DEVELOPED THE TECHNICAL SESSION CONTENT FOR THE RIVERBED FORCE USER CONFERENCE INCLUDING 60 TECHNICAL SESSIONS, 20 HANDS ON LABS, AND CONTINUOUS CERTIFICATION TESTING FOR OVER 1,000 ATTENDEES
- DELIVERED CUSTOMER PRESENTATIONS, MARKETING PRESENTATIONS, END-USER AND DEVELOPER WORKSHOPS
- DEVELOPED AND DELIVERED WEBINARS TO OVER 2,000 PARTICIPANTS
- REGULAR CONTRIBUTOR TO THE RIVERBED CORPORATE BLOG

STAFF ENGINEER + SUN LABS, MENLO PARK, CA — 2003-2012

- ENGINEERING AND TECHNICAL MARKETING FOR EXTREMELY LARGE-SCALE EXPERIMENTAL STORAGE SYSTEM INCLUDING EARLY ACCESS CUSTOMER MANAGEMENT, CUSTOMER SUPPORT AND BENCHMARK TESTING
- RESEARCH AND DEVELOPMENT FOR EMBEDDED WIRELESS SENSOR NETWORK PLATFORM
- DEVELOPED AND GREW THE USER AND DEVELOPER COMMUNITY FROM ZERO TO OVER 3,000
- DEVELOPED THE INSTALLATION AND MAINTENANCE SOFTWARE FOR ENTIRE SUN SPOT PLATFORM
- DELIVERED CUSTOMER, MARKETING, END-USER AND DEVELOPER PRESENTATIONS AND WORKSHOPS TO THOUSANDS OF DEVELOPERS
- DEVELOPED THE DEMONSTRATION APPLICATION SUITE FOR SUN SPOT PLATFORM
- MAINTAINED A REGULAR HIGH-TRAFFIC TECHNICAL BLOG (TOP 50 BLOGS ON BLOGS.SUN.COM).

SENIOR TECHNICAL MARKETING MANAGER + VITRIA, SUNNYVALE, CA — 2002-2003

- CREATED AND DELIVERED IN-BOUND AND OUT-BOUND TECHNICAL PRODUCT MESSAGING
- MANAGED THE EXECUTIVE BRIEFING CENTER
- DEVELOPED NEW PRODUCT LAUNCH MESSAGING
- DEVELOPED AND DELIVERED NEW PRODUCT LAUNCH DEMOS AND SUPPORT

FIELD SE, JAVA FIELD TECHNOLOGIST, SENIOR TECHNOLOGY MANAGER, EXECUTIVE DEMOS MANAGER, MARKET SOLUTIONS ENGINEER + SUN MICROSYSTEMS, INC., MENLO PARK, CA — 1985-2001

- IDENTIFIED KEY INDUSTRY SOLUTIONS PARTNERS BY MARKET SEGMENT
- NEGOTIATED AND IMPLEMENTED JOINT DEVELOPMENT AGREEMENTS AND JOINT MARKETING AGREEMENTS
- PROVIDED WORLD-CLASS SUPPORT OF KEY ISVs DURING PORTING AND INTEGRATION EFFORTS
- DEVELOPED GO TO MARKET PLANS WITH ISV PARTNERS
- RESPONSIBLE FOR ALL ASPECTS OF ON-STAGE KEYNOTE DEMOS FOR SUN MICROSYSTEMS EXECUTIVE COMMITTEE MEMBERS (SCOTT MCNEALY, CEO, GREG PAPADOPOLOUS, CTO, BILL JOY, CHIEF SCIENTIST)
- IDENTIFIED APPROPRIATE EMERGING TECHNOLOGIES WITHIN SUN AND WITH PARTNERS TO ALIGN WITH EXECUTIVE MESSAGING AND DEVELOPED APPROPRIATE DEMOS TO ALIGN WITH KEYNOTES AND MESSAGING ON EXTREMELY SHORT TIMELINES
- PROVIDED TECHNICAL EVALUATIONS OF EMERGING TECHNOLOGIES FOR PRODUCTIZATION
- DELIVERED CUSTOMER-CENTRIC RECOMMENDATIONS OF NEW FEATURES AND FUNCTIONALITY FOR EXISTING PRODUCTS
- PERFORMED USABILITY TESTING OF NEW PRODUCTS
- DEVELOPED AND MANAGED SUCCESSFUL EARLY ACCESS/BETA PROGRAM TECHNICAL SUPPORT
- RESPONSIBLE FOR DEVELOPMENT AND PRODUCTION OF COMPANION APPLICATIONS FOR PRODUCTS
- DEVELOPED EXECUTIVE, PRESS, INDUSTRY ANALYST, AND FIELD SALES PRODUCT DEMONSTRATIONS, INCLUDING THIRD-PARTY APPLICATION INTEGRATION, PACKAGING, TESTING, DELIVERY AND DISTRIBUTION
- SUCCESSFULLY MANAGED ENGINEERING/MARKETING RELATIONSHIP FOR EMERGING PRODUCTS
- DEVELOPED FIELD SALES TECHNICAL COLLATERAL AND PRESENTATIONS FOR NEW PRODUCTS INCLUDING DELIVERING FIELD SPECIALIST TRAINING PROGRAMS
- RECRUITED AND SUPERVISED FIELD TECHNICAL SPECIALISTS ACROSS THE WORLD
- COLLECTED AND MANAGED TECHNICAL AND MARKETING DATA TO/FROM WORLD-WIDE FIELD SALES ORGANIZATION
- MANAGED EXTREMELY SUCCESSFUL INDUSTRY PRESS REVIEWS OF NEW AND EMERGING PRODUCTS (RESPONSIBLE FOR "EDITOR'S CHOICE AWARD" REVIEW OF SUN RAY 1 BY PC MAGAZINE (APRIL, 2000))
- TRUSTED TECHNICAL ADVISOR TO BUSINESS UNIT EXECUTIVES ON PRESS/ANALYST TOURS
- TECHNICAL ACCOUNT MANAGEMENT FOR MULTIPLE SUN 'TOP TEN' NATIONAL ACCOUNTS
- SERVED AS NATIONAL SUBJECT MATTER EXPERT FOR JAVA AT CUSTOMER PRESENTATIONS
- DEVELOPED JAVA APPLETS AND APPLICATIONS FOR CUSTOMER 'PROOF OF CONCEPT'
- DELIVERED APPLICATION ARCHITECTURE AND DESIGN REVIEW FOR HIGH-PROFILE NATIONAL ACCOUNTS.
- PROVIDED SUPERIOR TECHNICAL SALES SUPPORT FOR FIELD SALES REPRESENTATIVES
- INVESTIGATED AND RESOLVED COMPLEX TECHNICAL PROBLEMS ON A TIMELY BASIS TO MAINTAIN CUSTOMER SATISFACTION
- KEY CONTRIBUTOR TO DEFINITION OF SALES AND SUPPORT STRATEGIES
- COORDINATED THE EFFECTIVE USE OF OTHER PERSONNEL AND RESOURCES IN SUPPORT OF TECHNICAL AND SALES OBJECTIVES
- CONFIGURED AND INSTALLED SERVERS AND COMPLEX NETWORKS FOR CUSTOMERS
- REVIEWED COMPLEX SALES QUOTES FOR TECHNICAL ACCURACY AND COMPLETENESS
- PROVIDED EXPERT TECHNICAL ASSISTANCE IN RESPONSE TO RFP'S, RFI'S, RFQ'S AND PROPOSALS

EDUCATION

- UNIVERSITY OF NEW MEXICO, COMPUTER SCIENCE MASTERS PROGRAM — (INCOMPLETE)

- COLUMBIA UNIVERSITY, NEW YORK CITY, BACHELOR OF ARTS 1988

SKILLS

- APPLICATION ARCHITECTURE AND PROOF-OF-CONCEPT DESIGN FOR BUSINESS SOLUTIONS
- NEW AND EMERGING TECHNOLOGY MANAGEMENT
- DEMO APPLICATION DEVELOPMENT, PRESENTATION, PACKAGING, AND DISTRIBUTION
- INDUSTRY REVIEWS/ MANAGEMENT OF KEY TECHNOLOGIES
- PRESS AND ANALYST PRESENTATIONS (MEDIA-TRAINED OFFICIAL COMPANY SPOKESPERSON)
- TECHNICAL PRESENTATIONS TO CEO, CIO AND TECHNICAL STAFF
- ON-STAGE DEMO AND TECHNICAL PRESENTATIONS TO AUDIENCES OF ALL LEVELS, FROM 10 TO 20,000 MEMBERS
- WEB SITE DEVELOPMENT IN HTML, JAVASCRIPT AND PHP, INCLUDING DESIGN, INSTALLATION AND MAINTENANCE OF LAMP SOFTWARE STACK
- JAVA APPLICATION DEVELOPMENT AND APPLICATION PORTING TO JAVA
- JAVA ME (MOBILE) APPLICATION DEVELOPMENT
- EXPERIENCE WITH MQTT, BLUETOOTH LE, MOBILE APPLICATION DEVELOPMENT FOR IOT
- DEVELOPMENT LANGUAGES
 - + C
 - + JAVA
 - + PYTHON
 - + PHP
 - + SWIFT/OBJECTIVE C
 - + JAVASCRIPT/NODE.JS
- TECHNICAL SUPPORT, TROUBLE SHOOTING, PROBLEM DIAGNOSIS AND SOFTWARE MAINTENANCE
- NETWORK SOFTWARE ENGINEERING AND DEVELOPMENT
- TCP/IP SOCKET-BASED APPLICATIONS DEVELOPMENT
- DRIVER DEVELOPMENT AND PORTING
- UNIX SHELL SCRIPT PROGRAMMING
- PROGRAM MANAGEMENT AND EVENT MANAGEMENT.

AWARDS

- INNOVATION @ SUN (FORMERLY CHAIRMAN'S AWARD FOR ENGINEERING EXCELLENCE) FOR SUN SPOTS 2008
- SUN MICROSYSTEMS, INC. JAVA 'ACE' OF THE YEAR AWARD, 1997

PUBLICATIONS

- NERD NETWORK EVENT RECORDING DEVICE: AN AUTOMATED SYSTEM FOR NETWORK ANOMALY DETECTION AND NOTIFICATION, PROCEEDINGS OF THE INTERNET SOCIETY SYMPOSIUM ON NETWORK AND DISTRIBUTED SYSTEM SECURITY, 2/16/95
- CONTRIBUTING AUTHOR ADVANCED TECHNIQUES FOR JAVA DEVELOPERS
- NC OR NETPC: WHICH IS THE BETTER APPROACH? NETWORKWORLD, OCTOBER 6, 1997
- VOICE SELF-SERVICE APPLICATIONS ON J2EE TO THE RESCUE WEBSPHERE DEVELOPER'S JOURNAL, MAY, 2002