

# DAVID G. SIMMONS

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## PROFILE

I'M A TECHNOLOGIST AND SYSTEMS THINKER THAT CAN GO FROM ABSTRACTION TO REALITY WHILE BUILDING A VIBRANT COMMUNITY AROUND IT. EMPATHY AND UNDERSTANDING ARE KEY TO EVANGELISM AND COMMUNITY BUILDING AT EVERY LEVEL OF AN ORGANIZATION AND THROUGHOUT THE COMMUNITY. IF YOU'RE LOOKING FOR A DEEPLY TECHNICAL, EMPATHETIC AND ENERGETIC COMMUNITY BUILDER THAT UNDERSTANDS DEVELOPERS, BUYERS AND SELLERS WE SHOULD TALK.

## HEADLINES

- ❖ INTERNET OF THINGS PIONEER
- ❖ BOTH EXECUTIVE- AND DEEPLY TECHNICAL PRESENTATION SKILLS
- ❖ EXPERTISE IN NEW TECHNOLOGY ARCHITECTURES
- ❖ OPEN SOURCE AND DEVELOPER COMMUNITY DEVELOPMENT AND SUPPORT EXPERT

## SKILLS

- ❖ APPLICATION ARCHITECTURE AND PROOF-OF-CONCEPT DESIGN
- ❖ NEW AND EMERGING TECHNOLOGY MANAGEMENT
- ❖ DEMO APPLICATION DEVELOPMENT, PRESENTATION, PACKAGING, AND DISTRIBUTION
- ❖ ON-STAGE DEMO AND TECHNICAL PRESENTATIONS TO AUDIENCES OF ALL LEVELS
- ❖ DEVELOPMENT LANGUAGES: C/C++ JAVA, PYTHON, PHP, SWIFT, JAVASCRIPT, GO

## EXPERIENCE

### SENIOR DEVELOPER EVANGELIST + INFLUXDATA — 2017 - PRESENT

HIRED TO LEAD THE DEVELOPER RELATIONS/EVANGELISM EFFORTS AT INFLUXDATA AS WELL AS BE THE SME ON ALL THINGS IOT.

- ❖ REGULAR TECHNICAL CONTRIBUTIONS TO THE COMPANY BLOG ([HTTPS://INFLUXDATA.COM/BLOG](https://influxdata.com/blog))
- ❖ DEVELOP COMPLEX DEMOS TO HIGHLIGHT THE USE OF INFLUXDATA TECHNOLOGY AS APPLICABLE TO IOT
- ❖ REGULAR INTERNATIONAL PUBLIC SPEAKING ENGAGEMENTS AT MEETUPS, CONFERENCES, ETC.
- ❖ RECRUITING AND TRAINING OF OTHER DEVELOPER RELATIONS STAFF
- ❖ CONTRIBUTIONS TO COMPANY'S OPEN SOURCE PRODUCTS THROUGH GITHUB PULL REQUESTS
- ❖ LEAD EFFORTS FOR COLLABORATION AND INCLUSION IN EXTERNAL OPEN SOURCE INITIATIVES
- ❖ TECHNOLOGY LEADERSHIP ON IOT THROUGHOUT THE COMPANY IN PRODUCT DEVELOPMENT AND DIRECTION

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

I FOUNDED DRAGONFLY IOT TO PROVIDE TECHNICAL CONSULTING AND CONTRACT DEVELOPMENT SERVICES TO COMPANIES IN IOT BASED ON MY EXTENSIVE EXPERIENCE.

- ❖ SCOPED, PROPOSED AND BUILT IOT DEMO APPLICATIONS INCLUDING HARDWARE ACQUISITION, PROVISIONING AND PROGRAMMING, DEVELOPMENT OF MIDDLEWARE AND GATEWAY DEVICES AND PRESENTATION-LAYER DATA ANALYSIS
- ❖ CONTRIBUTED TO OPEN-SOURCE IOT PROJECTS
- ❖ AUTHORED WHITE PAPERS, BLOG POSTS AND USER DOCUMENTATION FOR DEMOS, PROJECTS AND OPEN-SOURCE SOFTWARE EFFORTS

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

LED THE DEFINITION AND DEVELOPMENT OF A USER AND DEVELOPER PLATFORM FOR A NEW IOT SYSTEM-ON-CHIP BEING DEVELOPED INCLUDING DEFINING DEVELOPER APIS AND POINTS OF ENGAGEMENT WITH CUSTOMERS.

- ❖ DEFINED DEVELOPER PLATFORM ARCHITECTURE FOR ENGAGING DEVELOPERS ON NEW IOT SOC.
- ❖ TESTED EXPERIMENTAL IOT HARDWARE AND DEVELOPED DEMOS TO SHOWCASE CAPABILITIES IN C, PYTHON AND SWIFT.
- ❖ BUILT CUSTOM IOS BLUETOOTH APPLICATIONS FOR DEMOS.
- ❖ BUILT CUSTOM (C-BASED) DEVELOPER INTERFACE FOR IN-HOUSE DEVELOPED HARDWARE



- ❖ PORTED LINUX/WINDOWS DRIVERS TO MAC OS X.
- ❖ BROUGHT IN BOTH FORTUNE 50 AND EMERGING-COMPANY PARTNERS AND CUSTOMERS THROUGH DIRECT INDUSTRY CONTACTS AND EVANGELISM EFFORTS.
- ❖ ENGAGED NEW HARDWARE DEVELOPMENT PARTNER TO LOWER BOARD-LEVEL DEVELOPMENT COSTS BY OVER 50%

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

RESPONSIBLE FOR THE DEVELOPMENT AND DELIVERY OF USER GROUPS, TECHNICAL SESSIONS AND WEBINARS TO ENABLE THE FIELD SALES ORGANIZATION TO MAXIMIZE SALES OPPORTUNITIES.

- ❖ 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 HUNDREDS OF USER GROUP PRESENTATIONS TO MORE THOUSANDS OF POTENTIAL AND CURRENT RIVERBED CUSTOMERS ENABLING THE FIELD SALES ORGANIZATION TO CLOSE OVER \$90M IN SALES PER YEAR.
- ❖ 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 ANNUALLY.
- ❖ REGULAR CONTRIBUTOR TO THE RIVERBED CORPORATE BLOG.

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

CONTRIBUTED TO THE DEVELOPMENT AND OVERALL SUCCESS OF THE SUN SPOT IOT DEVELOPER PLATFORM PROJECT. LED THE DEVELOPMENT OF THE ON-LINE DEVELOPER COMMUNITY.

- ❖ RESEARCH AND DEVELOPMENT FOR EMBEDDED WIRELESS SENSOR NETWORK PLATFORM.
- ❖ DEVELOPED AND GREW THE USER AND DEVELOPER COMMUNITY FROM ZERO TO OVER 3,000 PARTICIPANTS IN 3 YEARS.
- ❖ DEVELOPED THE INSTALLATION AND MAINTENANCE SOFTWARE FOR ENTIRE SUN SPOT PLATFORM INCLUDING HARDWARE AND SDK DEPLOYMENT AND MAINTENANCE.
- ❖ DELIVERED CUSTOMER, MARKETING, END-USER AND DEVELOPER PRESENTATIONS AND WORKSHOPS TO THOUSANDS OF DEVELOPERS.
- ❖ DEVELOPED AND DELIVERED TECHNICAL HANDS ON LABS AT JAVA ONE — THE PREMIER JAVA DEVELOPER CONFERENCE — FOR 3 CONSECUTIVE YEARS.
- ❖ DEVELOPED THE DEMONSTRATION APPLICATION SUITE FOR SUN SPOT PLATFORM
- ❖ MAINTAINED A REGULAR HIGH-TRAFFIC TECHNICAL BLOG (TOP 50 BLOGS ON BLOGS.SUN.COM).

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

DEMONSTRATED INCREASING RESPONSIBILITY FOR OVERALL PRODUCT TECHNICAL SUPPORT FROM A FIELD SYSTEMS ENGINEER TO THE SENIOR TECHNOLOGY MANAGER FOR SOME OF SUN'S LARGEST DESKTOP COMPUTING INITIATIVES. I ALSO SERVED AS THE ON-STAGE DEMO PRESENTER FOR SUN'S CXO EXECUTIVES.

- ❖ 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.



- ❖ DEVELOPED AND MANAGED SUCCESSFUL EARLY ACCESS/BETA PROGRAM TECHNICAL SUPPORT INFRASTRUCTURES TO SUPPORT THE LAUNCH OF MAJOR NEW PRODUCT INITIATIVES.
- ❖ 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 DEVELOPING AND DELIVERING FIELD SPECIALIST TRAINING PROGRAMS.
- ❖ RECRUITED AND TRAINED 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.
- ❖ SERVED AS NATIONAL SUBJECT MATTER EXPERT FOR JAVA AT CUSTOMER PRESENTATIONS

## EDUCATION

- ❖ UNIVERSITY OF NEW MEXICO, COMPUTER SCIENCE MASTERS PROGRAM — (INCOMPLETE)
- ❖ COLUMBIA UNIVERSITY, NEW YORK CITY, BACHELOR OF ARTS 1988

## 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

- ❖ WHY SERVERLESS VS. KUBERNETES ISN'T A REAL DEBATE [HTTPS://THENEWSTACK.IO/WHY-SERVERLESS-VS-KUBERNETES-ISNT-A-REAL-DEBATE/](https://thenewstack.io/why-serverless-vs-kubernetes-isnt-a-real-debate/)
- ❖ 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 WEBSHERE DEVELOPER'S JOURNAL, MAY,2002