

# CLIENT NAME

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## Sales Solutions Architect | Influenced \$120M+ in Closed Deals by Engineering Cisco's Flagship Demo Environment

**VALUE DELIVERED:** \$25M+ Boost in Retail Productivity — \$60M+ Revenue from System Launches — \$100M+ in High-Stakes Deployment Leadership

Sales architect with over 15 years of experience guiding enterprise clients through complex data center transformations, recognized for blending deep technical fluency with a grounded, solution-first approach. Recognized for **expanding business lines from \$5M to \$250M, pioneering a \$37M federal big-data initiative**, and driving **30% growth in converged infrastructure sales** by aligning customer challenges with Cisco-based architectures. Trusted partner to cross-functional teams and C-level stakeholders, leveraging CCIE-level expertise, AI/ML solution strategy, and hyper-converged technologies to optimize client outcomes across commercial, federal, and SLED markets.

### CORE COMPETENCIES

- Enterprise Sales Strategy
- Technical Architecture and Solution Design
- Contract Negotiation and Deal Structuring
- Competitive Intelligence and Trend Analysis
- Strategic Market Expansion
- C-Suite and Stakeholder Engagement
- AI/ML-Driven Infrastructure Solutions
- GTM Strategy for Converged Systems
- Sales Enablement and Training
- Customer Retention and Value Delivery
- Federal/Commercial Sales Execution
- High-Performing Team Leadership

### CAREER BENCHMARKS

- Sales and Market Penetration:** Grew data center business from \$5M to \$250M and secured 40% distribution market share in >3 years by executing strategic sales initiatives, **unlocking \$800M+ in cumulative deal value** across federal, SLED, and commercial sectors.
- Client Relations/Demonstrations:** Built Cisco Data Center demo environment adopted as a standard for ROI validation, influencing **\$120M+ in closed deals through AI/ML modeling and SAN/WAN optimization**, and **boosting proposal conversion rates by 35%**.
- Solution Development and Innovation:** Led a **\$37M big-data proposal for the Central Intelligence Agency**, integrating network and data streams into a unified system, **improving processing speed by 60%**, tripling uptime, and **slashing infrastructure redundancies by 40%**.

### PROFESSIONAL EXPERIENCE

**COMPANY NAME** | Atlanta, GA (Remote).....February 2007–Present

#### Senior Field Solutions Architect, Cisco Data Center (April 2021–Present)

Supervise a specialized team of 6, including high-level consultants, to architect and implement scalable data center solutions across different sites while adhering to engineering standards and best practices defined by Cisco Validated Design (CVD) frameworks. Administer rollout of new data center products and services, ensuring developments align with objectives and attain exceptional performance and reliability.

- Directed \$18M+ 'SynergyX' initiative** to transition customer infrastructures to Cisco + Nutanix architecture, **boosting system performance by 45%, improving client satisfaction by 30%**, and driving **20% surge in annual renewals** through custom-built solutions.
- Delivered expert pre-sales support and compliance advisory across 100+ client engagements, **accelerating time-to-deployment by 25%** and improving product distribution efficiency, leading to **\$50M+ impact on partner sales pipelines**.
- Optimized server capabilities for AI and HPC workloads by integrating NVIDIA and Intel GPU technologies with Cisco UCS, yielding **3x faster compute performance and 40%** reduction in processing latency for critical naval operations.
- Steered data center projects from concept to execution, designing architectures to **improve internal productivity by 35% and reduce customer costs by up to 20%**, strengthening client retention and positioning Cisco as the preferred infrastructure partner.
- Applied advanced Cisco technologies (NXOS, Nexus Dashboard, UCSM, Cisco Intersight) to streamline system management and foster **99.99% uptime reliability**, driving consistency and operational stability in highly regulated, mission-critical environments.

**Technical Consultant & Sales Engineer, Advanced Data Center Solutions** (January 2016–April 2021)

Planned technical Cisco solutions tailored for federal, SLED, and public and private industries, identifying peak solutions to align with customer needs within framework of proposed solutions. Engaged with customer representatives to clarify customer requirements through targeted queries in RFI/RFP responses, outperforming high sales targets and earning recognition for exceptional sales performance.

- Engineered data center network architecture capable of **absorbing a 100% traffic surge** without service degradation, enabling **\$75M+ in uninterrupted transactions during peak loads** and supporting **40% year-over-year client growth** in high-demand environments.
- Partnered with cross-functional teams to launch new converged system product lines, **sparkling 30% sales rise and \$60M+ in new revenue**, while **expanding market share by 15%** through strategic differentiation and rapid go-to-market execution.
- Introduced a technical training program for 80+ sales professionals, **increasing product fluency by 50%**, **expediting sales cycle speed by 25%**, and **contributing to \$40M growth in quarterly pipeline volume** across federal, SLED, and commercial segments.

**Lead Solutions Consultant, Vblock & Cisco UCS Architecture** (February 2007–January 2016)

Built initial data center-focused distribution team for Cisco, managing field engineering team from 27 to 200+ members, guaranteeing budget-compliant project completions. Conducted tours at Avnet Technology Solutions Center, facilitating a central hub for partner resources and product demonstrations, backed by a team of technologists supplying technical and deployment support.

- Designed and deployed high-availability SAP Hana infrastructure on Cisco UCS for a major retailer, delivering **10x performance and uptime gains, 99.999% availability, and \$25M+ boost in retail productivity** across 1,200+ locations.
- Championed Vblock deployment for an internet service provider (ISP), **reducing hardware costs by 50%**, **improving performance by 30%**, and **generating \$12M annual savings**, securing a 3-year exclusive vendor agreement through technical superiority.
- Created training materials on Unified Computing Systems (UCS), **elevating partner and sales team certification rates by 65%**, **raising sales conversion by 20%**, and **supporting \$40M+ in influenced pipeline growth** through enhanced product fluency.
- **Scaled engineering team from 4 to 17 in six months**, recruiting top specialists to manage high-stakes deployments **exceeding \$100M in aggregate project value**, expanding delivery bandwidth and **bolstering time-to-deployment by 35%**.

**EDUCATION****Bachelor of Science in Information Systems Engineering**

Georgia Institute of Technology – Atlanta, GA

**CERTIFICATIONS**

**Cisco Certified Internetwork Expert (CCIE)** – Data Center

**Cisco Certified Network Professional (CCNP)** – Data Center

**Cisco Certified Network Associate (CCNA)** – Enterprise Networking

**AWARDS AND RECOGNITION****Cisco Da Vinci Award – Global Advocate for Excellence in Customer Advocacy and Innovation**

- *Recognized among top 1% of global field engineers for driving \$120M+ in deals through client-focused solution design.*

**Cisco Sales Champion Award – Americas Region**

- *Surpassed sales targets by 185%, contributing \$60M+ in data center solution revenue across enterprise and federal sectors.*