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## PROFESSIONAL EXPERIENCE

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### VA Software

*Sept 2004 - Present*

#### Senior Architect

- Lead software designer on several key products.
- Direct report to CTO.
- Designed and developed integration solutions based on the .NET framework.
- Assist with sales process for large accounts.
- Develop interoperability solutions for 3rd party software solutions such as Microsoft Office and Project.
- Designed and rolled out a single sign-on solution for a large enterprise.
- Demonstrated an ability to manage my time effectively while working remotely.

### Mitel Networks

*Nov 2001 - Sept 2004*

#### Senior Sales Engineer / Senior Support Specialist

- Recruited major accounts and carrier partners.
- Successfully presented solution portfolio to audiences with varied levels of technical expertise.
- Performed business development throughout Asia Pacific region to bring new localized business offices on line.
- Coached and delivered sales and technical training seminars for both internal and external audiences.
- Worked with customers and independent labs supporting field trials and evaluations.
- Acted as liaison to channel customer requirements through product marketing and engineering.
- Developed custom software applications leveraging Mitel technologies to meet customer demands.
- Demonstrated and deployed Voice over IP and data networking solutions.
- Served on the Product Security Task Force.

### VA Linux Systems

*Oct 1999 - Sept 2001*

#### Senior Software Engineer / Senior Sales Engineer

- Lead software designer / developer on VA Cluster Manager (VACM) project.
- Managed a team of software developers.
- Developed embedded applications for low-level hardware management.
- Delivered white papers at major technical conferences such as the Ottawa Linux Symposium and LinuxWorld Expo.
- Designed highly available web server software used in web telecast of Victorias Secret fashion show.
- Assisted Fortune 500 and Government customers in network architecture decision making process.
- Presented solution portfolio to senior management teams.
- Created and managed customer evaluation programs.
- Grew North American sales 500% to a run rate of over 50 million dollars per quarter.
- Delivered pre and post sales technical expertise in all product and service areas.

### Mekka Entertainment Corp.

*Jan 2000 - July 2001*

#### Director of Engineering

- Collaborated with other founders to develop business plan and marketing strategy.
- Shopped the plan to venture capital firms eventually receiving funding.
- Designed a global web community that grew to include over ten thousand users.
- Effectively managed the day-to-day operations and technical leadership of the software engineering division.

**Corel Computer Corp.***1997 - 1999***Software Engineer**

- Assisted in port of Linux operating system to ARM CPU based NetWinder.
- Maintained master distribution image as well as build tools.
- Lead engineer on Corel WebFront small business web based management solution.
- Presented at various trade shows such as Linux Expo and ISP Con.
- Founding member of the NetWinder.org community development portal.

**Productivity Point International***1995 - 1997***Network Administrator**

- Rolled out and managed a large multi site WAN.
- Designed and implemented network security policies.
- Automated installation procedures for training classrooms.
- Consulted to various clients to analyze their network and training requirements.

**SKILLS PROFILE**

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- In-depth Internet and networking expertise including Voice over IP with knowledge of SIP, H323, MiNET, TCP/IP routing, system administration, web standards including HTML/XHTML/CSS, security and wireless networking.
- Seasoned programmer with experience designing and developing enterprise Internet applications leveraging IP and the World Wide Web using C, C++, Perl, Python and C# in a Unix / Linux or Windows environment.
- Experienced leader with a proven track record for building, managing and motivating teams of software developers and field engineers.

**PROFESSIONAL DEVELOPMENT**

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- Cisco Certified Network Associate (*CCNA*).
- Certificate in Converged Network Technologies. (*CCNT*).
- Technically Certified on Mitel 3100 and 3300 Voice over IP communications platforms.
- Mitel Sales Certified.