

Summary

Dynamic leader with 20+ years of proven excellence driving business growth through technology.

Dynamic leader with 20+ years of proven excellence with an affinity to drive business growth through technology. Agile, committed, curious, driven consulting leader with 20+ years of proven excellence driving business growth through technology. Craft a collaborative business vision and strategy by partnering with executive leadership and multifunctional teams. Formulate long-term modeling and strategic priorities, plans and policies related to organic and inorganic growth, emerging trends, competitive dynamics, performance improvement, organizational change. Steer multiple projects that identify and explore new smart technologies and business models to extend productive technology innovation and customer relevance. Explore highly innovative sophisticated problems to enable dedicated consulting experience that transitions into an IT strategy to executive leadership teams. Translate and communicate technical information to non-technical audiences.

Areas of Expertise

- Strategy Development
- Use Case Development
- Large-Scale Architectures
- Team Building & Leadership
- Written Communications
- Governance
- Advertising & Marketing
- Business Metrics & Financial Modeling
- Trusted Advisor / C-level / Team Member
- Project Management Skills

Career Experience

Business Solutions Architect, Cisco Systems, Inc., Atlanta, GA

2019 – Present

Manage Coca Cola Company account—\$37 billion Fortune 500 consumer packaged goods company. Management consulting practices accelerated the execution of corporate strategies: Migration consulting experience, aligned with organizational change management, professional services, and corporate governance policies. Lead global business and technology architectural performance across supply-chain management, logistics, security, cloud, and IoT. Partner and influence Chief Technology Officer to drive enterprise-wide digital transformation by engaging Fortune 100 global enterprises. Program management that translated business needs into IT deliverables through cloud enterprise applications. Product development and migration are enabled through collaborating with IT and lines of business to design complex programs and enterprise-wide systems. Oversee customer-facing diverse programs and collaborate with multifunctional teams to design business process frameworks and architect global enterprise solutions in a flexible "Cloud First" fast-paced environment.

- Knowledge Sharing: Authored whitepapers, business cases on cloud computing, web services, and migration services
- Align with Coca-Cola's (consumer packaged goods) Smart Factories strategy to deliver Industry 4.0 architectural design
- Provided oversight for Viptela SDWAN and cloud migrations strategy for Bottler Investment Group, Inc.
- Delivered consultation to migrate on-premises DC to highly scalable, flexible Amazon Web Services "cloud-first" architecture
- Provided business intelligence and insights through performance IT that leverages industry experience
- Vulnerability augmentation practices to establish strategic baselines for corporate governance and business alignment
- Ongoing collaboration efforts that led to an architectural standard and partnership between OT and IT on plant floor security, supply chain management and sustainability initiatives
- Develop LOB connections led to new pipeline development opportunities in connected fleet and telemetry partnership
- Align customer business requirements with architectural designs that impact operating profits, customer growth and drive revenue for the account
- Drive executive briefings with customer on relevant topics and business use cases to promote security governance and compliance to over independent-owned bottlers
- Deliver state of the business report for global account teams, drive domestic customer quarterly reviews
- Product Sales Specialists Bi-Weekly technical design sessions
- Managed indirect and direct sources of revenue through (Global Account Managers, Account Teams, and Partners)
- Design safe return to work strategy on utilization reporting for building occupancy
- Measured by overall goal performance; two-years met or exceeded plan

Senior Engagement Architect, Trace3, Atlanta, GA**2018 – 2019**

Led account teams to develop business strategy, budget requests, product presentations, and technical design—specialized role in pre- and post-sales cycle. Integrated business knowledge with operational priorities to meet application needs while optimizing costs, providing disaster recovery, and creating bandwidth for future growth.

- National subject matter expert on Velocloud; engage in RFPs, OEM evaluations, proof of concepts, trade shows, marketing events, and road shows.
- Developed architectural assessment and sales enablement solutions for Versa, Velocloud, and Viptela.
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- Designed WLAN architectural solution brief and sales enablement process.
- Created virtualized SDWAN "Hands On" lab to support major OEM vendors and partnerships, and cloud solutions.

Sales Engineer, Windstream Communications, Atlanta, GA**2017 – 2018**

Evaluated network health and readiness and applied theoretical systems knowledge to develop complex architectures and large-scale solutions that addressed business needs. Facilitated engagement and account acquisition by developing cross-functional teams skilled in proposal generation and end-to-end solution presentation.

- Deployed first PCI-compliant POS SDWAN security solution across major restaurant chain.
- Executed company first fixed wireless sale with major law firm client.

Market Solutions Manager, Konica Minolta Business Solutions, Atlanta, GA**2015 – 2016**

Engineered professional services while coaching team of talented professionals to drive customer-facing strategic objectives. Motivated sales and support teams to meet objectives through consistent accountability and mentorship. Grew sustainable business aligned with customer processes and SaaS/laaS workflows. Managed P&L and conducted pipeline and forecast reviews.

- Exceeded 100% goal attainment and revenue growth across Atlanta, Birmingham, Pensacola, Mobile, and New Orleans.
- Led sales with record-breaking performance through consecutive quarters.

Senior Solutions Engineer, T-Mobile Business, Atlanta, GA**2013 – 2015**

Directed sales professionals to drive customer-facing business-to-business (B2B) channel sales to enterprise clients through dynamic leadership and expert presentation of product and service offerings. Developed progressively superior team performance by teaching advanced selling techniques and mentorship.

- Configured and diagnosed third-party applications for customer demonstrations of POS-redundant solutions.
- Delivered backup POS, Triple DES, mobile security-based solution for Subway restaurants across Southeast.

Senior Sales Engineer, Cox Business, Omaha, NE**2008 – 2013**

Operated as lead facilitator by coordinating support and implementation processes across multifunctional business units. Developed customer solutions, product pricing, investment qualifications, and go-to-market strategy. Drove revenue generation through agile consulting selling efforts with key accounts and prospective clients.

- Increased revenue 38%—\$26 million—over three years through strategic service delivery management.
- Drove market penetration and promoting competitive advantage to secure \$2.7 million contract—largest single-signature agreement in local company history.
- Published marketing column in Cox Business Solutions quarterly magazine to promote digital innovation and industry best practices.

Education

Doctor of Business Administration (DBA) • University of South Florida (2023) • Tampa, FL**Association to Advance Collegiate Schools of Business Bridge Program** • Certificate of Completion**Executive Master of Business Administration (EMBA)** • University of Nebraska • Omaha, NE**Bachelor of Arts (BA) in Mass Communication** • Southern University A&M • Baton Rouge, LA