PROFILE

Systems engineer with 12-year experience in the IT Enterprise Market taking on the roles of sales, presales, design, project management and deployment of business oriented solutions ranging from DataCenter to End User applications.

CONTACT

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VOLUNTEERING

Mensa International / Mensa México
Mexico City Representative
www.mensa.org.mx

Club Rotario Campos Eliseos / Rotary International
Club President Elect 2021- 2022
www.rotary.org
www.clubrotariocamposeliseos.org.mx

CARLOS ESCOBEDO OLIVARES DEL CASTILLO

COMPUTER SYSTEMS ENGINEER

PROFESSIONAL EDUCATION

Escuela Superior de Computo / Instituto Politécnico Nacional
2004 - 2009
Computer Systems Engineer (Bachelor Degree equivalent)

WORK EXPERIENCE

Independent Consultant - December 2019 – Current
Provisioning of IT consultancy services ranging from end-user support to implementation of collaboration tools, communication devices, online marketing tools & strategies, and processing & storage technologies. Design and development of mid-complexity Java applications leveraging servlets, AJAX, and MySQL's InnoDB's capabilities. Design and deployment of solutions in AWS under the Partner Program.

Cisco / Infosys - Business Development Manager - July 2018 – December 2019
Provided deal assistance to the US enterprise market which included performing of: Scope of Work drafting, Advanced Services proposal drafting, deal health overwatch, change request administration, performing as liaison between Sales, Pre-sales, Delivery Management, Project Management and Legal teams.

Telmex / Triara / RedUno – Presales Engineer - November 2015 - July 2018
Datacenter & services sales support & presales, customer negotiations, solution design, project architecture quality assurance, early project management, internal negotiations with technical/sales teams, multi-vendor integrations, product provider negotiations, project risk assessment.

RedIT / Kio Networks – Presales Engineer - October 2013 – November 2015
Datacenter & services sales, support & presales, solution design, customer negotiations, project architecture quality assurance, early project management, internal negotiations with technical/sales teams, multi-vendor integrations, product provider negotiations, project risk assessment.

Grupo Tecno - Engagement Manager, Service Delivery Manager, Field Engineer - July 2011 – October 2013
Multi-vendor solution design, project planning, professional services sales, customer negotiations, project architecture quality assurance, early project management, multi-vendor integration, procurement, technical assessment, project delivery quality assurance, generate field engineer development plans, engineer coaching, customer negotiations, fulfil partner technologies specialization plans, generate and supervise internship program, statement-of-work drafting, server, software and network deployments.

Oracle Corporation / Sun Microsystems - Sr. Sales Consultant and Oracle Solution Center Admin - February 2008 - March 2011
Product presentations, product sales, systems architecture, customer need assessment, deal qualification, DataCenter administration, proof of concept lead, product demo, product testing, virtualization products expert, benchmarking, technical sales, business oriented sales via TCO & ROI analysis.

CERTIFICATIONS

- **Pillar Axiom 600 Certified Implementation Specialist**
  Achieved on January 2012
- ITIL v3 Foundation **Certificate No: GR750212514CE**
  Achieved on October 2014

ADDITIONAL FORMAL EDUCATION

- C Programming
- Solaris 10 Administration Part 1
- Solaris 10 Administration Part 2
- Solaris 10 Network Administration
- Sun StorageTek 6000 Series
- Administration
- English language
- IBM XIV Essentials
- Amazon Web Services Business Professional Accreditation (2015, 2020)
- Amazon Web Services Cloud Economics
- AWS Solutions Training for Partners: Foundations – Technical (2020)
- AWS Technical Professional (2015, 2020)
- Amazon Web Services Value Messaging (2015)
- AWS Solutions Training for Partners: Well-Architected Best Practices – Technical (2020)
- Amazon Web Services Professional Accreditation (2015, 2020)

TECHNICAL SKILLS AND COMPETENCES

Cloud: PaaS, SaaS, BaaS, cloud services, Amazon Web Services.

Servers: Oracle (Sun X86 & SPARC), IBM (X86 & Power), HP (Xeon & Itanium)

Operating Systems: Solaris 10, Linux, Windows Server y Desktop.

Managed services: Housing, hosting, internet, telecommunications, datacenters.

Networking & security: Cisco, Checkpoint, Juniper, Barracuda, A10, F5, Riverbed, Palo Alto, Fortinet

Directory services: Active Directory, LDAP

Storage: Storage array management, EMC, NetApp, Oracle, Oracle Pillar Axiom 600, Sun ZFS Storage Appliance 7000 Series, Common Array Manager (Sun StorageTek 2500 & 6000 Series), tape technologies, VTL.

Virtualization: VMWare, Sun VirtualBox, Logical Domains, Solaris Containers, Secure Global Desktop (Tarantella), Sun Ray Server, Oracle VM Server (2.2.X, 3.0.X), KVM

Software: Oracle Database, Oracle Enterprise Manager, de Oracle Enterprise Manager Operations Center

Programming software: C, C#, VB y Java

Replication & continuity: Oracle Dataguard, Oracle GoldenGate, Double-take, SiteReplicator

ERP: SAP B1, SAP R/3

CRM: Salesforce

Big Data: Apache Hadoop, MapReduce, QlikSense, SAP HANA, Teradata

Machine Learning: Azure

NoSQL: DynamoDB, Oracle

Other: Office Software (Star/Open Office, Microsoft Office), Technical expertise in desktop systems, Macromedia suite intermediate level, website development, basic php programming, basic python programming.

LANGUAGES

Language	Understanding		Speaking		Redaction
Spanish Native	Listening	Reading	Spoken interaction	Spoken production	
English	Fluent	Fluent	Fluent	Fluent	Fluent
French	Beginner	Intermediate	Beginner	Beginner	Beginner

OTHER SKILLS AND INTERESTS

- Plane piloting
- Quantum computing & cryptography principles
- Self-taught
- Creative
- Proactive
- Curiosity
- Videogames
- Cooking
- Nature
- Boxing
- Technology
- Physics
- Guitar Playing
- Singing