

Kenneth Brian Ward



704-661-3081



kbrianward@gmail.com



www.kbrianward.com



[Brian Ward](#)

Business-savvy technical sales professional with a proven track record of driving digital transformation and enabling cloud strategies for enterprise clients. Extensive experience in client engagement, personnel management, and technical solution selling. Strong interpersonal, written, and verbal communication skills. Performance-driven and focused on delivering positive client outcomes tailored to technical, financial, and operational needs. Proven results in quota-carrying roles with Fortune 100 corporations, OEMs, and enterprise accounts. Skilled in opportunity management, strategic deal-making, and building executive relationships.

Experience:

VMware by Broadcom: #1 global provider of enterprise private cloud

Dynamic leader and presales technical expert with a proven ability to design enterprise cloud and data center solutions that address complex business challenges across diverse industries. Skilled in developing multi-disciplinary solution sets, delivering impactful presentations with strong emotional intelligence. Advocate for World-Class Proposals that seamlessly align technical, business, and financial components to exceed both corporate and client objectives.

Staff Solution Architect – Strategic Accounts

8/2019 – 1/2025

- Surpassed quota across Subscription, SaaS, and Perpetual offerings from 2021 to 2023, achieving 132%, 145% and 186% on a \$7M+ annual goals.
- Architected and directed a high-impact migration of 1,100 on-prem workloads to the public cloud (VMware Cloud on AWS) in 7 months, generating \$5M+ customer ROI
- Increased H2 2023 regional sales pipeline by 72% through alignment of technical solutions with regional go-to-market initiatives (GTM Ambassador)
- Expanded VMware private cloud adoption via collaboration with Account Executives to build strategic executive relationships, define future-state architectures, and drive customer growth across the entire multi-product VMware solution portfolio.
- Developed and led multi-year cloud and application transformation strategies for enterprise accounts, aligning solution sets with client goals, market trends and cross-functional teams
- Authored and conducted VMware Cloud Foundational Workshop Series to accelerate customer adoption of VMware Cloud Foundation
- Expedited team growth through candidate interviews, onboarding and mentoring

Sr. Solution Engineer – Enterprise Accounts

12/2015 – 8/2019

- Technical advocate for Enterprise clients, guiding the adoption of cloud operating models and digital transformation initiatives to align with business objectives
- Conducted architecture workshops, guiding clients through their cloud transformation journeys and aligning technology solutions with business needs
- Increased community engagement as primary VMware User Group (VMUG) liaison for Charlotte NC, Greensboro NC, Columbia and Charleston SC, evangelizing VMware's vision and technologies

Forsythe Technology (Sirius/CDW)

Solutions Architect – Systems and Virtual Compute 8/2012 – 9/2015

- Principal technical architect for opportunities focused on both traditional enterprise hardware & software (Oracle, IBM, Cisco, Nutanix) along with enterprise virtualization solutions (VMware, Nutanix)
- Architect & license strategies for Oracle Database, Realtime Application Clusters & Exadata solutions
- Designed technical solutions and managed a \$10M revenue pipeline

Regional Solutions Manager – Mid Atlantic 1/2011 – 8/2012

- Managed a team of 9 Solution Architects exceeding region margin goals by 143%
- Oversaw annual business pipeline of approximately \$120M

Sun Product Manager – US East 1/2007 – 1/2011

- Managed and executed with team of high-performing individuals focused on Forsythe's Sun Microsystems line of business (product, services, maintenance) throughout the Eastern US
- Grew regional Sun Microsystems revenue to Forsythe from \$25M to \$50M
- Achieved 5x revenue growth in NYC Financial Services industry in 12 months

Sun Product Specialist – Southeast 2/2002 – 1/2007

- Successfully grew regional (VA – FL) Sun Microsystems revenue from \$1M to \$15M
- Developed first \$10MM+ Sun Microsystems client in collaboration for Forsythe in the Southeast.

Education & Certifications:

B.S Computer Science, Appalachian State University:

Major: Computer Science | Minor: Computer Information Systems | Concentrations: Math and Biology

Numerous industry and professional certifications including:

- Nvidia AI Infrastructure & Operations Associate (NCA-AIIO) - 2024
- AWS Certified Cloud Practitioner - 2024
- VMware Certified Professional – Multi-Cloud 2022

Awards and Accolades:

VMware:

- Exceeded quota across VMware entire portfolio from 2021 to 2023, achieving 132%, 145% and 186% on a \$7M+ annual goals.
- 2023 – First Half “Big Hitter” Award for multiple new accounts exceeding \$1M in ACV (Annual Contract Value) Subscriptions
- 2022, 2023 – VMware Enterprise Southeast Solution Engineer of the Year
- 2020 – “App Madness” award winner for client application environment transformation to container based Tanzu Kubernetes platform
- 2019 – All-VMware Enterprise Solution Engineering – “One-Team” award for enterprise account management in absence of an account executive

Forsythe Solutions Group:

- Exceeded quota / goals, recognized for outstanding performance
 - 2011: 100% Club, 118% attainment
 - 2010: 100% Club, 108% attainment
 - 2009: 100% Club, 110% attainment
 - 2006: 100% Club 145% attainment & Eastern US Solution Specialist of the Year
 - 2005: 100% Club, 136% attainment

Technologies | Platforms | Architectures:

Public/Private Cloud (VMware Cloud, AWS, Azure, GCP), IaC, SaaS, IaaS / PaaS, SD-WAN, Network Security, cloud platform security, micro-segmentation, Kubernetes, cloud automation, cloud monitoring and management, enterprise networking, cloud migrations, database and application availability, disaster recovery, Nvidia public and private AI platform, cloud-platform security, enterprise virtualization