**Anthony L. Walters – Solutions Architect**

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**Professional Profile:**

As a Solutions Engineer with a strong understanding of business needs and technology, I possess a diverse skill set that enables me to excel in driving revenue growth for companies. With my experience and technical expertise, I am adept at translating complex technical concepts into clear and concise business terms.

My experience working with cross-functional teams has helped me to develop a collaborative approach to achieving business goals and I am an effective communicator who can easily interact with customers and colleagues at all levels.

I have a proven track record of driving revenue growth by understanding customer needs and providing effective technical solutions. I am skilled at analyzing market trends, identifying customer pain points, and developing tailored solutions that meet their specific needs. I am comfortable with all aspects of the sales process, from lead generation to closing deals, and I have a strong history of meeting or exceeding sales targets.

My technical background includes expertise in software and hardware solutions, network architecture, cloud services, data center operations and observability into applications. I am well-versed in the latest industry trends and emerging technologies and can quickly adapt to new technologies.

Overall, my technical expertise, business acumen, and sales skills make me an ideal candidate for any company looking to drive revenue growth and meet the needs of their customers.

**Technical Expertise:**

* HPC/HCI Builds
* Storage
* Performance Monitoring
* AI/ML Solution integrations
* Routing and Switching
* SDWAN
* Public/Private/ Hybrid Cloud
* Wireless Technologies
* Carrier Network – MPLS, Frame Relay
* Wireshark, Sniffing Tools
* Pen test, EDR, XDR
* Salesforce

**Certifications/Memberships:**

* Fortinet Security Professional
* CompTIA Security+
* Riverbed Certified Solutions Engineer
* Wireshark Certified Network Analyst (WCNA)
* Cisco Certified Network Pro (CCNP)
* AWS Cloud Practitioner
* Azure Fundamentals
* Sandler Bronze Certification
* TS/SCI Clearance (Current)
* President’s Club, Solution Engineer of the Year – Public Sector, 2021

**Education**

* Keene State College - Computer Science
* St Petersburg College - AA Business Administration

**Professional History and Accomplishments:**

**Epoch Concepts, Senior Solutions Architect – Fed Healthcare and Enterprise**

Collaborating closely with clients to comprehensively analyze and understand their technological requirements. I then architect tailored solutions and oversee their seamless implementation with my commitment extending beyond the initial deployment, remaining actively engaged throughout the process, ensuring ongoing optimization and customer satisfaction.

**Key Responsibilities and Accomplishments:**

* Build complex HPC clusters with Dell, HPE, VAST, Pure, Mellanox, Nvidia, Fortinet for large enterprise projects in the Dept. of VA.
* RFI/RFP proposal submissions with precise technical alignment to the customers needs. Working closely with the vendors and OEMs to formulate a solution to exceed the requirements presented.
* Work with OEMs to present their solutions with the customer, identifying what need the customer has and what value the product will offer my customer.
* Over 20 certifications on software and hardware solutions to become a knowledgeable trusted solution architect

**Riverbed Technology Inc., Federal Solutions Engineer – Federal Accounts, 2019-Present**

As a Federal Solutions Engineer for Riverbed Technology Inc., I have been responsible for building strong relationships with key accounts, including the U.S. Department of Veterans Affairs, and providing exceptional service to our customers. My expertise in technical proposal management, pre-sales technical process management, and strategic planning has allowed me to drive sales growth and improve customer satisfaction.

**Key Responsibilities and Accomplishments:**

* Partnered with the U.S. Department of Veterans Affairs and other Federal customers to accelerate applications, monitor user experience, store data, and extract actionable insights from data. Developed effective strategies that significantly improved the quality of veterans' care.
* Managed the technical proposal process, ensuring that all technical information and recommendations addressed customer requirements accurately. Led technical activities, such as demos, proof of concepts, and value confirmations, to progress sales opportunities.
* Designed technical solutions that met our customers' needs and tracked activities for business analysis and reporting. Led technical and healthcare conferences, showcasing our technology and its positive impact on customer experience.
* Motivated technology adoption by demonstrating Riverbed's technology to customers. Developed and executed effective strategies to improve customers' understanding and adoption of our products and services.
* Built and maintained strong relationships with key customers, delivering superior service and care that exceeded their expectations. Maintained open communication channels to ensure customers' needs were always met.

**Riverbed Technology Inc., Senior Professional Services Consultant, 2014-2019**

As a Senior Professional Services Engineer at Riverbed Technology serving as the resident consultant and Subject Matter Expert for Federal Accounts, providing consulting services for Riverbed products that aligned with critical US Dept. of VA network infrastructure and Hospitals. My responsibilities included upgrading monitoring infrastructure, moving to cloud services, and improving visibility for Cloud and Office 365. I also played a vital role in troubleshooting and improving slow or problematic networks and applications using Riverbed products and Wireshark.

* Trusted resident consultant and Subject Matter Expert for Federal Accounts on all Riverbed appliances including upgrading monitoring infrastructure and moving to cloud services. Consulting on Riverbed products that align with the critical US Dept. of VA network infrastructure and transition to cloud and Office 365.
* Conduct site surveys to understand customer’s needs, planning and recommendations, and how to better improve their networks in a pre-sale’s role for selected customers.
* Understanding a vast array of network designs and how Riverbed can improve speed, latency and gin insight into network and application issues.
* Troubleshooting slow or problematic networks and applications using Riverbed products and Wireshark.

**URS Corporation, Network Architect, 2012 – 2014**

* Improve over 200 WAN branch office and data centers with new technology, including Riverbed solutions and new faster WAN circuits including ethernet and 10GB technology.
* Lead on all WAN related issues and strategies for US, EMEA and APAC
* Decision making on architecture, purchasing and design of new office equipment.
* Design and implement new strategies for WAN connectivity on a global level.
* Design new site WAN architecture, coordinating with AT&T on router configurations, BGP, OSPF, WAN backup over internet, and Steelhead optimization.
* Design company WAN backup solution using cisco ISR on GRE tunnels
* Manage and design 190 Riverbed Steelhead devices for WAN acceleration
* Manage and design Riverbed Cascade Profiler and Shark for NetFlow and packet capture on a global scale
* Manage 200 VPN sites globally using Cisco ISR routers and ASA's.
* Vendor interaction with AT&T, Riverbed, etc. to help cut company cost and drive production
* Design, coordinate and implement global Data Center move from Tampa to Austin

**GTE Federal Credit Union, Senior Network Engineer, 2010 - 2012**

* Responsible for company’s main campus, disaster recover campus and branch network LAN and WAN infrastructure, from layer 1 through layer 3
* Core through Access network IOS and CatOS upgrade on 6509 Layer 2 and 3 switches
* Implemented hardening on all devices using IOS, TACACS with Cisco ACS and SSH
* Design cost-saving VPN back-up solution for all branches utilizing broadband, removing costly point to point circuits
* Network security with Cisco FWSM and ASA 5510
* Complete branch network router upgrade to handle VDI infrastructure
* Design new core upgrade from 6509 IOS to Nexus 5000.
* Wireless Implementation using Cisco 5505 controllers
* Planning, design, and engineering Cisco N5K, 2K, 1000v
* Planning, design, and engineering 802.11 technologies, using Cisco access points, wireless LAN controllers, and mobility services.
* Administration and troubleshooting Cisco ASA, FWSM and VPN tunnels

**AT&T, Inc., Network Engineer, 2007 – 2010**

* Contract team for The Home Depot – Responsible for Implementation, test, turn-up and maintenance of router and VoIP solution with Avaya PBX
* Implement Cisco 3825 routers with DSP for voice over IP
* Troubleshoot Layer 1, 2 and 3 issues on the data and voice network
* Starbucks Project management and network engineer for AT&T’s Service Delivery team.
* Responsible for United States implementation and turn up of routers and circuits for Starbucks, Inc. from T-Mobile VPN and wireless to AT&T which included 7,500 stores and 100 new stores per month on a 40+ site per-day roll out
* IPSec VPN and WAN testing with on-site technicians
* Responsible for testing router, VPN connection and firewall configurations on equipment as well as wireless failover WAN cards for backup IPSec connectivity.

**Fieldstone Mortgage Company, Inc., Network Engineer 2003 - 2007**

* Lead support and systems administration of Florida, Georgia and Carolina operation centers and southeast sales force totaling 300+ users in a mixed Windows and Novell network.
* Support and project involvement for all US operation centers and sales force totaling 1600+ users.
* Configuration and installation of LAN’s and WAN’s with HP servers, Cisco routers and PIX firewalls, including rack builds, printing, cabling, and UPS configuration.
* Configuration and administration of DNS, DHCP, AD, and LDAP for company domain
* RSA security rollout and administration with integration of Netware and Windows.
* Cisco VPN client rollout on remote laptop users to connect to domain.

 **Lumberjack Software Inc., Systems Technician 1998-2002**

* On-Site installation of LAN’s and Lumberjack Software – a business and inventory software for the lumber industry- to new businesses across the U.S. running on a Windows network.
* Wiring and networking new sites with Cat5 cable, Cisco switches, routers, and Telco.
* Installation of WAN’s and VPN’s.
* Complete training and administration on new software and Windows network – including backups, security, and maintenance.