

## MIGUEL ÁNGEL MARTÍNEZ AGUIRRE

Bachelor on Cybernetics and Computer Systems Engineering. *LaSalle.*

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Camino a Santa Fe 606 - Laureles C-107, Col. El Cuernito

Del. Alvaro Obregón, C.P. 01220

México, CDMX. *33 años. casado La Ventu*

\$ 50,000

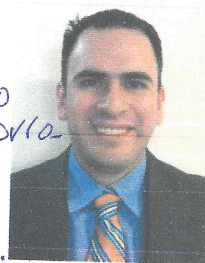
+ SGMT

+ SCV

+ P.L.

+ Fondo

de Ahorro



01/Sept/1984 - Married

**OBJECTIVE:** Acquire a senior position within an International company where I can deliver my engineering knowledge and experience on Consultancy and Pre-Sales, enhancing my expertise in technology and management skills.

**GOAL:** Grow personally and professionally, develop my skills on business relations, goal-oriented strategies and add value with my experience in the Consultant and Pre-Sales area.

### EDUCATION:

2002 - 2007	Universidad La Salle	Cybernetics & Computer Systems Engineering
2017	Tecnológico de Monterrey	Masters on Strategic Sales Management

### PROFESSIONAL EXPERIENCE:

#### OPENSTOR - Systems Engineer Manager and New Business Development Manager - October 2013 - January 2018

Sales Manager in charge of finding new customers, business to business sales.

Presales Manager and Sales in charge of the architecture and design of solutions related with Virtualized Infrastructure and Desktop Solutions, Backup and Recovery Solutions, Data Center Infrastructure Solutions and Enterprise Storage Solutions.

with Simplivity, VMware, HPE, Pure Storage, Cisco, EMC, VCE, Splunk. *Local ideas telefónica Redes/Nube.*

Working closely with customers and Simplivity partners to solve technical and business problems with proposed or acquired Products. *Contato y cliente. Requerimientos/Arquitectura. Necesidades. Solución/Productos. Respaldos/Quoting.*

Training and knowledge transfer to customers and in-house delivery engineers. *Doc técnica/Statement of work. alcanza comisión Solo P.L.*

Highlight: L'Oréal Account win with DRP Design. *Implementación. Completa la solución. \$25,000. + servidores.*

#### TRUSTNET - Professional Services Sales Manager - February 2012 - October 2013

Presales, Sales and Project Management of solutions related with EMC, EMC Backup, VMWare and Cisco. Presales, architecture and design of Data Center Backup Solutions and Enterprise Storage Solutions. Mentor and guide for engineers in the Presales and Implementation area. *MS=Mejora laboral.*

Highlight: TV Azteca and B-Connect account win of Backup and Unified Solutions.

#### EMC COMPUTER SYSTEMS - Associate Implementation Specialist - January 2008 - February 2012

In charge of Design, Implementation and Consultant Expertise in productive environments of: SAN & Backup (Migration, Cisco, MDS, Cisco Nexus, Brocade and McData HW), DataCenter Backup Solutions (DataDomain, Avamar) and Enterprise Storage Solutions (EMC VNX) In charge of three engineers on Implementation Solutions.

EMC SAN Management - Switches SAN: Cisco, Brocade, Connectrix (McData and Brocade OEM)

Highlight: Design & implementation of backup infrastructure and SAN migration for HSBC.

#### TELMEX DE MÉXICO - Web Applications Second Level Support - October 2007 - January 2008

Support in Unix Applications on Solaris and HP-UX.

Trainings: IBM DB2 Administration

#### ECNEX CONSULTORES - Consultancy in network installation. Engineer Analyst - July 2006 - July 2007

Setup of Wireless Network systems for Hotels, Hospitals and Schools. Configuration, installation, administration, preventive maintenance and correction of Linux (Fedora) and Windows. DHCP, TCP/IP, VoIP for Wireless Networks.

Highlight: leader of design & implementation of WiFi structure for Grupo Posadas.

### CERTIFICATIONS

- Technology Architect Backup Recovery Solutions Specialist
- Cisco Advanced Unified Computing Technology Specialization

**LANGUAGES:** English - Fluent Speaker and Writer.