Matt Skipton

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PDF Resume

Professional Summary:

Dedicated, results-driven Information Technology Professional with extensive experience and expertise. Experienced and technically diversified in many environments. Broad range of abilities in management, sales, support, networking, trouble-shooting, and training. Self-motivated and eager to undertake new challenges. Outstanding analytical and problem solving skills. Committed team player and acknowledged leader. Excellent communication and interpersonal skills with colleagues and customers. Effectively relates complex technical issues to both technical and non-technical audiences.

Work Experience:

3/08 to Present	**VMware** St. Louis, Missouri	Senior System Engineer

- Serve as primary technical contact for major customer accounts and channel partners within the territory
- Provide detailed pre-sales technical knowledge transfer to customers, partners and sales reps
- Responsible for thoroughly understanding the features, functions, capabilities and positioning of all VMware products and services
- Demonstrate products to clients and complete Proof Of Concepts as to clearly establish the ROI and TCO
- Present at events, webinars, trade shows, and industry events on the benefits and capabilities of VMware products
- Respond to sales requests for onsite meetings and presentations with specific customers
- Work jointly with customers to understand technology requirements and propose solutions that meet customer goals
- Identify new opportunities within existing customers that can be satisfied by VMware solutions, products and services
- VMworld Lab Captian - Developed hands-on labs for VMworld since joining the company. I was responsible for building the curriculum, implementing the technology and assisting with delivery of the classes

3/05 to 3/08	**Novell/SUSE Linux** St. Louis, Missouri	<u>Linux Technology Specialist</u>

- Jointly responsible for area Linux quota
- Provide detailed pre-sales technical knowledge transfer to customers, partners and sales reps
- Perform on site Proof of Concept engagements with customers to prove technology capabilities
- Present at events, webinars, trade shows, and industry events on the benefits and capabilities of our products
- Respond to sales requests for onsite meetings and presentations with specific customers
- Build demo environments to demonstrate technologies on site
- Act as an interface between customers and product development

7/99 to 3/05	**MICDS** St. Louis, Missouri	<u>Director of Technology Services</u>

- Manage school-wide technology infrastructure
- Develop and maintain yearly budget
- Manage campus network
- Member of school-wide decision making body
- Manage Technology Services personnel

12/97 to 7/99	**Triton Digital** St. Louis, Missouri	<u>Systems Consultant</u>

- Worked as a consultant with many schools and businesses in the St. Louis area
- Assisted customers with technology decisions
- Designed and implemented wide and local area networks
- Trouble-shot system problems
- Researched and recommended network and server solutions
- Provided training on many products and procedures

12/95 to 12/97	**Education Access** St. Louis, Missouri	<u>Senior Technical Consultant</u>

- Managed LAN/WAN for nine branch locations
- Designed and implemented internet presence on a national scale
- Trained staff and customers on OS's, applications, and servers
- Researched and recommended network and server solutions to clients
- Provided technical support for field engineers and sales teams
- Managed Macintosh and Windows systems in the office

Technology Expertise:

Operating Systems
Linux (SLES, RHEL, and others) Windows NT/2000/XP/2003/7/2008, Mac OS X, UNIX

Networking
Extensive experience with TCP/IP in LAN and WAN implementations Experience with many types of storage technologies including Fibre Channel, iSCSI, and parallel cluster file systems

Certifications
RHCE (RedHat Enterprise Linux 3)
CLE9 (Certified Linux Engineer on SLES 9)
VCP (VMware Certified Professional)

For more extensive information please visit
http://www.skipton.net/matt/career/career.html

Education:

University of Missouri - Columbia
BGS in Computer Graphics, Management, Marketing, and Social Psychology.

References: Available upon request.