

Résumé

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Bio: Born 23.06.1971 in Bad Godesberg, Germany. German national, married, 2 children.

Summary

- Strong technical leadership based on more than twenty years of IT experience. Over thirteen years in a customer-facing technical pre-sales role. A wide range of technology expertise from workstations to supercomputers, from the Solaris OS to web architectures, from microprocessors to datacenter architectures and cloud computing.
- Highly motivated, passionate and visionary technology evangelist, providing thought leadership, expertise, skills transfer and training, working closely with sales teams, service organizations, marketing, product development and partners to enable adoption of innovative technologies by customers, partners and developers.
- Specialties: Oracle Solaris Operating System, ZFS file system and open storage, SPARC microprocessor architecture and systems, Oracle Exalogic, cloud computing, social media.

Professional Experience

- **2011-Now:** Engineered Systems Solution Architect at **Oracle EMEA**, based in Munich. Supporting technical enablement for Oracle partners and the Oracle field organization, supporting strategic customer deals by providing technical support and facilitating collaboration across business units and organizations.
Highlights: Published Oracle White Paper “Running SAP NetWeaver on Oracle Exalogic Elastic Cloud”, successful TOGAF 9 certification, speaker at DOAG 2011 conference.
- **2010-2011:** Principal Field Technologist at **Oracle Germany**, Munich. Technical pre-sales consultant, responsible for public/education/research/healthcare sector in the south Germany territory. Focus areas: Oracle Solaris, ZFS Storage Systems, Oracle Sun SPARC Systems, Cloud Computing, Oracle Exalogic Elastic Cloud.
Highlights: Successful support of the German Aerospace Agency DLR TanDEM-X satellite mission through technical workshops, performance analysis and problem solving activities. Organization of a company internal, EMEA-wide, cross-BU Cloud Computing workshop.
- **1998-2010:** Various customer-facing technical sales support roles, leading to Principal Field Technologist (since 2008) at **Sun Microsystems**, Munich. Pre-sales consultant for education/research customers in southern Germany. Focus areas: Solaris, SPARC, cloud computing, HPC, web 2.0, digital media and broadcasting.
Highlights:
 - 2009: Successful coordination and organization of CloudCamp Munich with 60+ attendees and 12 sponsors. Panel moderator at CloudCamp Paris. Founding member of Sun's international Cloud Computing Center of Excellence. Mentoring of an EMEA colleague through Sun's Engineering Enrichment & Development (SEED) program. Co-development of technical field training and leadership programs (Solaris/HPC certifications, Ambassador program).
 - 2008: Nominated member of the Sun Principal Field Technologists (PFT), a highly valued group of approx. 100 top technical specialists, after extensive peer review. Co-founder of the Munich OpenSolaris User Group. Co-Chair of the Sun international HPC Tiger Sales Team. SEED-Mentee of Rick Hetherington, Sun's Chief SPARC Architect.
 - 2007: Produced the viral video “CSI Munich – How to save the world with ZFS”, which

has been viewed 100,000+ times, generating numerous new Solaris related customer projects. Created the monthly SYSTEMHELDEN.COM podcast for system administrators, averaging more than 1000 regular listeners per episode today. Solaris ZFS white paper presentation for LinuxTag 2007 in front of 100+ attendees.

- 2006: Successful introduction of Sun's high end workstation products to the German automotive industry working group, securing access to that market for Sun.
- 2005: Support of Sun's UltraSPARC T1 processor introduction at finance (Fiducia), telco (Siemens) and other customers and partners through beta and pilot programs, performance tuning workshops, trainings, NDA presentations, etc. Appointed board member of the Sun Technical Systems Ambassadors (active until 2010), a world-wide group of the most senior customer facing engineers for providing know-how exchange between Sun Engineering, customers, partners and Sun's field organization.
- 2004: Collaboration with customers, engineering and product management on evaluation, definition and introduction of Sun's first modern x86 workstation.
- 2003, 2002: Successful introduction of Sun's innovative XVR-4000 and XVR-1000 graphics technology in collaboration with engineering and product management through beta tests, ISV and partner support, SIGGRAPH trade show customer support, etc.
- 2001: Technical responsibility for Sun's graphics and workstation booth at CeBIT 2001.
- 2000: Successful positioning and support of Sun's video server technology at the Bertelsmann Expo 2000 pavillion. 6 week job rotation at Sun engineering in California.
- 1999: Appointed as Technical Systems Ambassador for Sun (active until 2010), an international know-how exchange role between Sun engineering, field org. & customers.
- 1998: Hired by Sun as a system engineer for web and media technologies.
- **1997:** Contractor at **Sun Microsystems**, Hamburg.
Webmaster and Solaris sysadmin for major German public broadcaster ARD.
Highlight: Participation in Germany's first public web TV project "ARD Online-Kanal".
- **1991-1996:** Research assistant at **Clausthal Technical University**.
Web infrastructure implementation, operations and support, training and evangelization, image processing software development, scientific translation (German-Spanish).
Highlight: Pioneered WWW server infrastructure and technologies for the whole campus.
- **1992:** Intern at **Siemens AG**, Private Networks.
Co-development/testing of a cross-compiler for the CHILL programming language.

Education

- Computer Science degree from Clausthal Technical University (Germany), 1998.
- German Abitur (University entrance diploma) from German School of Rome (Italy), 1990.
- Various schools in Bogotá (Colombia), Istanbul (Turkey) and Germany.

Other Experience and Skills

- Languages: Raised bilingual (German, Spanish), fluent in English, Italian.
- Strong knowledge of operating systems (Oracle Solaris in particular), microprocessors (SPARC), system and datacenter architectures.
- Excellent presentation, writing, teaming, organizational and self-management skills.
- Programming experience in Java, C, Shell, Perl, Python, HTML, CSS, JavaScript (node.js).
- ITIL Foundation V3 certified. TOGAF 9 certified.
- Organizations: German Unix User's Group (GUUG), Foresight Institute.
- Hobbies: Blogging, podcasting and social media, home cinema, paleolithic nutrition and exercise, crowd-funding.