SUMMARY

Results oriented leader with 20 years' experience helping companies achieve the required outcomes for success through organizational change, collaboration, and teamwork.

COMPETENCIES

Business Development, Growth

Governance, Frameworks

Strategic Planning, Vision

Agile Workflows, Processes

Team Management, Operations

Public Speaker, Presenter

Leadership, Mentorship

LEADERSHIP

A proactive self-starter who takes initiative in developing strategies, defining requirements, and outlining tasks for success.

Streamline workflow processes using software tools and cross-team collaboration to drive greater efficiency.

Mentor employees in career growth and retention, fostering a positive work culture.

Experienced communicator, able to articulate complex technology solutions into business value.

Avid researcher consistently staying up to date with technology trends and market movements to drive company value and strengthen strategic positioning.

WORK EXPERIENCE

Technology Solutions Architect
Cisco Systems | Jan 2024 – Dec 2024

As a Technology Solution Architect, I drive new opportunity and enablement with enterprise customers worldwide aligning their business strategies to technology investments in AI, application modernization, and hyperconverged infrastructure, leveraging Cisco's compute and networking portfolio.

- Drive consultative workshops assisting customers address business, technical objectives and challenges with creative solutions for AI distributed model training, data parallelism, RoCE supporting LLM, RAG applications.

- Develop scalable architectures for customers looking to invest in hyperconverged infrastructure, hybrid cloud using Kubernetes, open-source toolsets, along with public cloud offerings from AWS, Azure.

- Mentor and train internal sales teams on AI lifecycle process and resource requirements for data science, model training, RAG, inferencing, and MlOps.

- Presenter, content creator for internal company events, Cisco Live US 2024, delivering sessions on business strategies for successful AI transformation and hands-on labs focused on LLM with RAG, model tuning and inferencing.

Sr Solutions Architect
VMware | Sep 2020 – Dec 2023

Part of the executive leadership team supporting regional directors, systems engineering managers nationwide focused on building strategic partnerships with enterprise accounts driving business impact through the design and recommendation of technology solutions in AI, multi-cloud, edge, security, and virtualization solving customer challenges, objectives.

- Partnered with C-level executives at customer accounts to gain a deep understanding of their business initiatives and processes aligned to technology investment to assess organizational impact and overall ROI, TCO.

- Led consultative workshops with customer stakeholders, developers and operations teams mapping dependencies to design recommendations using a phased approach resulting in positive experience increasing trust and partnership.

- Developed code for PoC's supporting image detection, chatbots, RAG using classification, llama2/3, LangChain, BERT, with model tuning for scalability and performance.

- Collaborated with multiple product teams on customer challenges, severity outages, roadmap features, value prop messaging, and sales campaigns.

- Created scripts using terraform integrated into VMware Aria for automated application deployment providing standardization, governance.

- Mentor internal sales, technical teams on AI lifecycle, MlOps, DevOps, customer maturity models, opportunity qualification, competitive landscape, and market insights

- Recognized at VMware's global sales meetings for exceeding sales revenue targets, leading team strategy across multiple business units within customer engagements.

CHRISTOPHER MARTIN

LEADERSHIP • DEVELOPMENT • ARCHITECTURE • SALES

SKILLSET

| Artificial Intelligence

Classification, LLM, RAG, Computer Vision, Inference Prompt Engineering

SciKit Learn, Numpy, Pandas, Tensorflow, LangChain, Faiss, ChromaDB, Pinecone

DVC, Hydra, Dask, Mlflow

| Development

DevOps, CI/CD/CD

Python, Yaml

Ansible, Terraform

Microservices, K8s, Docker

Kafka, RabbitMQ

Postgres, NoSQL

Rest API, Flask

Html, PHP, JavaScript

Full stack development

| Operations

AWS, Azure, GCP

Intel, Nvidia Chipsets

Cisco ASR, Catalyst, Hyperfabric, Nexus, UCS Wireless

VMware Aria, VCF, vSphere NSX, vSAN, Tanzu, VMC on AWS, AVS, GCVE. HCX CloudHealth, Carbon Black

Security Assessments Zero-Trust, NIST

Multi-Cloud, DR, Edge Cloud Economics

Mac, Windows, Unix OS Confluence, Miro, Slack

WORK EXPERIENCE

Cloud Solutions Architect
VMware | Jun 2019 – Sep 2020
Supported global enterprise accounts with designing, operating scalable architectures for multi-cloud, hybrid cloud, disaster recovery, and data center consolidation.

- Worked with development, operations teams on DevOps, DevSecOps processes, CI/CD, automated workflows on VMware Cloud Foundation, integrated with CloudHealth for cost optimization, show, charge back.

- Assisted global enterprise customers with designing and operating scalable architectures using VMware cloud on AWS, MS Azure AVS, Google GCVE, providing config guidance covering compute, networking, security, and storage.

Technology Solutions Specialist
Intel Corp | Dec 2015 - Jun 2019
Lead TSS within the Data Center Group supporting customer facing teams in US, Canada, Mexico, and Brazil with portfolio positioning, adoption, addressing business objectives and technical challenges.

- Consulted with multiple customers across industries including retail, manufacturing, government, and healthcare with defining compute, memory, storage requirements on bare metal, containerized, and virtualized environments for 3 tiered applications, CaaS, PaaS, IaaS within Data center and edge locations.

- Supported large financial clients in migrating from mainframe to x86 platforms by leveraging microservices and application modernization, establishing strategic partnerships that contributed to increased company revenue.

- Teamed with internal business units to develop content for architectures using Intel's portfolio focusing on application modernization, automation, process optimization supporting DevOps practices within customer accounts.

- Partnered with AWS, GCP teams to architect best practice solutions for optimizing customer scale out workloads, Disaster Recovery, DevTest environments using Intel-based instances.

- Aligned to VMware's business development team, collaborating on joint go-to-market (GTM) sales motions for product integration and value proposition.

- Content owner, creator for training videos, product demos, sessions educating sales teams on Intel chipsets, Optane memory use cases, Data Plane Developer Kit (DPDK) optimization, AppSec to drive customer awareness, positioning.

- Presented at Intel i360 Sales Conference, VMworld 2018, 2019, discussing the transition from monolithic to microservice architectures using Intel processing and memory.

- Awarded recognition in 2016, 2017, 2018 for exceeding key performance indicators (KPIs) related to sales revenue and customer satisfaction.

C E R T I F I C A T I O N S

AWS Architect Associate
AWS

Kubernetes Certified Admin
The Linux Foundation

Kubernetes Developer
The Linux Foundation

Kubernetes Security Specialist
The Linux Foundation

VMware VCP Cloud
VMware

Cisco CCIE
Cisco - CCIE Route/Switch
Cisco - CCIE DataCenter

E D U C A T I O N

Full Stack Development, LLM's, Python, RAG Apps
Self-Study, Udemy

Getting started with Deep Learning
Nvidia

TensorFlow 2.0
Tensorflow.org, Udemy

DevOps Engineering
Linux Foundation

Agile Software, Quality Assurance
Linux Foundation

Six Segma
Six Segma Academy

Advanced Management for Business Leaders
Eazi Business School

Associates Applied Science
ITT Tech

W O R K   E X P E R I E N C E

Technology Solutions Architect
Cisco Systems | Oct 2012 – Dec 2015
Assisted enterprise customers, channel partners across the US and Europe with positioning Cisco's portfolio for scaling data center, edge locations, data security, and hybrid cloud topologies that contributed to successful deployments and partnerships.

- Supported the intercloud business development team with creating software solutions aimed at simplifying app deployment across multiple clouds providing governance, standardization, generating new revenue for Cisco and certified partners.

- Facilitated workshops to present, whiteboard solutions that address customer challenges in cloud, security, data center design, with an emphasis on scalability, disaster recovery, and data loss prevention, impacting business production and growth.

- Authored whitepapers, best practice designs, configuration guides, training documentation published on Cisco's partner community page. Actively respond to community questions, manage community content for Datacenter products.

- Created training videos, product demos, qualification workshops for sales teams to drive customer awareness and strategic positioning for ACI, ASA, ASR, Catalyst, CloudCenter, Nexus and UCS products.

- Key presenter at Cisco Live 2014, 2015 on Cisco Intercloud solutions delivering company standardization, application catalogs, integrated with automation toolsets leveraging AWS API for IaaS.

Pre/Post Sales Engineer, Lead Architect
System Integrators | 2004 - 2012
Worked with multiple systems integrators in the Pacific Northwest, taking initiative on large projects and driving the full project lifecycle from planning and design to deployment and ongoing support. This experience laid the foundation for my role as Lead Architect, where I further developed my leadership abilities by engaging with customer stakeholders, building, retaining technical talent, and managing engineers on large-scale customer deployments across cloud, networking, security, and wireless technologies.

- Met with C level executives at customer accounts to understand and recommend solutions that address technical challenges impacting operational processes and productivity.

- Oversaw scope-of-work contracts, bills of materials, service delivery to ensure project requirements and deadlines are met within customer expectations.

- Presented deep-dive sessions, demos, training to sales, technical teams on cloud adoption, application and network security, WAN/LAN best practices, and hyper-converged infrastructure (HCI).

- Mentored engineers on career development, training for new technologies impacting customer projects, partner revenue and value.