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Summary

Deep technical knowledge of hardware and software gathered from years of leadership positions in key high-technology companies.

Proven and persuasive conversational, presentation, and written communication skills for translating complex technical topics into compelling, understandable language in order to drive sales revenue.

Long experience assisting product engineering teams with analyzing customer requirements and competitive landscapes to guide product development for servers, software, and cloud.

Work Experience

Principal Solutions Engineer, Salesforce

2015 – Present

Senior Cloud Computing Specialist. Senior engineer responsible for architecting cloud solutions for public sector accounts.

Executive IT Architect, IBM

2010 – 2013, 2014 – 2015

Senior Cloud Computing Specialist. Responsible for evangelizing and architecting cloud solutions for IBM's top 100 industry clients.

Senior Technical Competitive Specialist. Developed technical sales strategy against IBM's major server competitors, including Oracle, HP, and Cisco on the Systems and Technology Group Global Competitive Sales "Tiger" Team. Provided company-wide outbound marketing, external relations, and internal product groups with competitive strategy and collateral. Hundreds of direct, customer-facing engagements along with sales team enablement were credited with tens of millions of dollars of documented competitive revenue around the world. Was a frequent speaker at IBM worldwide competitive and sales enablement forums.

Received the prestigious IBM Sales Excellence and Eminence award for 2011.

Principal Engineer, Sun Microsystems

1994 – 2010

Principal Engineer. Senior engineer for the U.S. SPARC Products Specialists team. Responsible for CxO-level customer briefings around SPARC technology futures and for spearheading SPARC sales initiatives, competitive analysis, and SPARC product definition assistance for Sun Microsystems. During this period, developed and presented material responsible for several hundred million dollars in SPARC systems revenue as a trusted spokesperson for Sun technologies. Was awarded the title of Principal Engineer, a peer-reviewed distinguished engineering honor.

Senior Architect. Architect for customer executive covering the strategic EDS account. Duties included assisting EDS with developing solutions based on Sun hardware, software, and services, as well as keeping EDS solutions architects abreast of Sun's strategic technology futures.

Enterprise Server Technical Specialist. Responsible for strategic and tactical technical assistance to sales teams to secure small, mid-range, and high-end server sales wins in commercial, Federal, and partner accounts. Duties included acting as liaison between customer base and corporate engineering to provide direction in planning of future products. Major wins included the first Sun midrange and high-end servers at the Internal Revenue Service and United States Postal Service.

High-Performance Computing Specialist. Provided technical support for Sun's initiative to gain ground in Government HPC markets. Successes included wins at the Army Research Laboratory, Naval Research Laboratory, and Stennis Space Flight Center. Work focused on selling and deploying Sun's new HPC software, including MPI development tools and environments.

Technical Systems / Operating Systems Ambassador. Appointed as one of fifty individuals worldwide to represent field teams to Corporate Engineering efforts (member of the Governing Board, 2004-2009). Specialties included processor



architecture, operating systems, and servers. Duties also included presentation of Sun's strategic and future technologies and products to key decision-makers in Sun's customer organizations as well as helping customers at all levels understand technical details of SPARC/Solaris systems.

Sales Engineer. Covered both Federal and commercial accounts including Government agencies, systems integrators, telecommunications companies, financial institutions, HPC customers, and resellers.

SunRise Club Award winner 1995, 2001, and 2005.

Regional Systems Engineer of the Quarter, 1997 and 2001.

Sun Microsystems Technical Specialist of the Year nominee, 2005.

Senior Member of Technical Staff, TRW

1982 – 1994

Software Engineer. Provided systems software support for the Tactical Aircraft Mission Planning System (TAMPS). Supervised development of custom Motif-based Solaris system administration software for mission-critical military planning system.

Network System Administrator. Provided software support for construction of a LAN dedicated to TRW proposal activities and state-of-the-art software prototyping activities. Was responsible for all system administrative tasks of Sun, PC, and Macintosh workstations and for guaranteeing C2 secure access to classified data.

Lead Software Engineer. Supervised two other programmers in development of an application providing closed-circuit television switching capabilities for all security cameras and monitors in Chicago's O'Hare International Airport.

Software Engineer. Created C³ technical resource software using ANSI C. Was responsible for system administration of software development LAN. Briefed and advised customer on technical issues and worked on a daily basis with his representatives. Designed, coded, and tested a real-time HF radio control device written in Z80 assembly language.

Instructor, University of Maryland

1984 – 1987

Instructed a senior-level course in introductory numerical analysis using FORTRAN-77. Was responsible for developing all lectures, class projects, and examinations.

Taught recitation sections in introductory computer science for prospective undergraduate majors in Pascal. Served as the graduate student representative on the departmental teaching excellence committee and assisted in the formulation of department-wide teaching excellence guidelines.

Department of Computer Science Teaching Excellence Award, 1985.

Education

Master of Science in Computer Science

August 1991

University of Maryland Graduate Department of Computer Science, College Park, MD. Thesis: *A Parallel Implementation of a Simultaneous Iteration Algorithm for Calculation of Nested Invariant Subspaces of Large Non-Hermitian Matrices.*

Bachelor of Arts in Mathematics and Scientific Computing

May 1984

University of Virginia College of Arts and Sciences, Charlottesville, VA. Major: Mathematics. Minor: Scientific Computing.

References available upon request.