

FERNANDO ANTONIO VILLALOBOS VAZQUEZ

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CORE COMPETENCES

- +10 years of experience in the Telecommunications Mexico and Latinamerica.
- Proven sales competence, team worker, customer satisfaction and human skills.
- Proven channels development, support, coordination and readiness.
- Government sales cycle knowledge.
- Knowledge of Latin America market and cross-cultural business practices
- Able to work under pressure and fulfill quota and exceed expected goals in a competitive environment.
- Security Networks Specialist (AAA, DLP, Radius, Diameter, VPN, IPSEC, DMVPN, GETVPN) VPN team lead.
- Strong expertise on VAS, GPRS and PaCo Nokia Networks Solutions.
- Strong OSS & Monitoring solutions (MIBS, Openview, Cisco Works, Solar Wins, Traffica, Spectrum, Splunk etc)
- Cloud Ready architectures and strategies.
- Strong competence on Unix (Solaris, HPUX, Linux), shell script and Data bases (MySQL, MSQ and Oracle)
- Strong knowledge on EDGE/GPRS architecture (SS7, SMPP, GSM) bases on 3G and LTE technologies.
- Strong Knowledge of Design and Implementation of Data Center x86 environment in a Unified Fabric and highly Virtualized Cloud ready environment (Vmware, XenServer, KVM, Contexts ACE, Netscaler, ASA, Application Firewall, Application Delivery Controller)
- Strong competence in Citrix Networking solutions (Optimization Branch Repeater and Netscaler platforms)
- Avaya competence (Media Server S8100, S8300, S8500, S8700, Media Gateways G600, G350, G700)
- Advance knowledge of Ironport Technologies (Email protection, DLP and web reputation technologies)
- Strong competences in desktop virtualization solutions, VDI, application virtualization, mobility, delivery and cloud readiness.
- Strong Application Delivery improvement knowledge (HA, Cache, Persistence, Compression, Global Load Balance, Application visibility etc)

ACHIEVEMENTS/LANGUAGES

- **CCIE** (Cisco Certified Internetwork Expert) Security Written Exam 350-018
- **CCSP** (Cisco Certified Security Professional)
- **OCP** Oracle Certified Professional Z0-043
- **OCA** Oracle Certified Associate Z0-042
- **TOGAF 8.1** Open Group Architectural Framework Certified
- **English** Advance TOEFL 600
- **Portuguese** Intermediate 6/6 (Casa do Brasil)
- **German** basics CELETEC 3 years Goethe Institute 1 year.
- Object Oriented Analysis and Design Using UML
- Student leadership diploma given by ITESM Campus Guadalajara
- Diploma for academic performance given by the White House signed by Bill Clinton Ex-President of United States of America.
- Graduate in the Honor-Roll, American School of Durango
- Active representative of the Student Council, American School, generation 98
- Scholarship given by I.T.E.S.M. Campus Guadalajara

PROFESSIONAL EXPERIENCE

AGU14—PRESENT SR. SALES ENGINEER LATIN AMERICA

Firemon Proactive Security

Assigned as Sr. Sales Engineer responsible of the development and consolidation of Sales in Latin America, support, drive and lead engineering efforts in Latin America. Developing Channels, Marketing Campaigns for Firemon products.

MAR12—PRESENT LEAD CONSULTING SALES ENGINEER LATIN AMERICA

Blue Coat Systems / Crossbeam Systems, Inc. US

Assigned as Leas Sales Engineer responsible of drive and lead sales engineering efforts, development and consolidation of Sales in Latin America Region. Assigned to support customer workshops, POC efforts, customer architecture, infrastructure design, competitor analysis and benchmarking, strategic accounts, technical relationship building and direct handling. 3X Pipeline development. Average deal 300 K USD.

- **Won "Follow the Leader" award for a BBVA LAT deal for around 550K USD**
- **Won SE of the Q1 FY13 for 190% achievement**
- **Earn Presidents Club FY'13**

SEP11—MAR 2012 COUNTRY CLOUD AND VIRTUALIZATION LEAD SALES ENGINEER

Citrix Systems, Inc. Mexico

Assigned as Cloud and Virtualization Sales Engineer for Mexican Region to support, develop and drive sales opportunities in different verticals (SP, Government, Financial, States). Worked directly with customer and channels in their virtualization, security and cloud strategy (applications, hypervisor, orchestration, DLP, networking and Virtual Desktop).

MAR08—SEP11 STRATEGIC SALES ENGINEER

Cisco Systems, Inc. Mexico

Assigned as Strategic Sales/System Engineer Strategic Accounts for the development and creation of presales projects. Worked directly with customer to design and develop IT architectural plays in advance technologies.

- Earned Mexico's SE Public Sector of the year FY09 achieved **214%** quota finishing with **14 M USD**, in FY11 booked **180%** with **28 M USD** product and services.
- Won **100%** of Mega Projects in FY11 in a Government licitation environment competing with other brands in price/features/services, earned Customer Satisfaction bonus **3** consecutive years.
- Position the brand as a strategic technology provider for strategic account Secretaria de Seguridad Publica (country transformation initiative) and Servicio de Administracion TrIBUTARIA (business continuity) delivering expected sales of more **40M USD** en each account.
- Developed and consolidated sale of a unique MPLS, DataCenter, Network Access, WiFi network (Full Advance technologies) delivering competitive advantage in a country transformation initiatives, won the **Q4 FY11 Best Deal** in Public Sector

MAR06—MAR08 SOLUTION ENGINEER 2

Nokia Siemens Networks Mexico

Assigned as Solution Engineer to design and execute integration, operations or performance solutions in LAT customer projects.

- Projects as NetAct and HPOpenview GPRS & VAS integration, InterMMSC setup, Virtual Operator for Central America, Release 4 trial, Redundancy Claro, GPRS E2E optimization analysis.
- Created and supported offers services descriptions for **+200 K USD** to different operators (Telefonica Movistar, Claro, AMX, Oi etc).

SEP 05 – MAR 06 NOC ENGINEER

Avaya Communication Mexico

Responsible of the development, support and sales of NOC global and local outsourcing offer. Worked on direct customer interaction to sale the NOC services.

NOV04 – SEP 05 NETWORK ENGINEER

Vivare Inc.

Responsible of the monitoring, prevention, analysis and troubleshooting of Telcel Nokia (VAS & GPRS).

OCT 03 – NOV04 NETWORK MANAGEMENT ANALYST

Getronics Mexico

Responsible of giving customer technical support TAC (OSPF,GRE, EIGRP, IPSEC, VTP, STP etc.)

- VPN team lead, best performer engineer (4 consecutive months)

EDUCATION

AGO 98—JUN 03 ELECTRONICS AND COMMUNICATIONS ENGINEER

Instituto Tecnológico de Estudios Superiores de Monterrey (Campus Guadalajara).

SEP 02- DIC 02 VLEKHO MIB PROGRAM (Master in International Business)

Hogeschool voor Wetenschap en Kunst Campus Vlekho
Brussels Belgium

SPORT AND SOCIAL ACTIVITES

- 2008,2009 Participant of Swimming competition "Master Inca" YMCA Ejercito Mexico
- 2007 Winner of first place Triathlon in YMCA Ejercito Mexico.
- 2007 Participant of Swimming competition "Master Inca" YMCA Ejercito Mexico.
- 2005 Participant of Swimming competition "Master Inca" YMCA Ejercito Mexico.
- 2002 Organizer of the "5to Congreso Internacional de Electrónica" ITESM Campus Guadalajara.
- 1994 Participant of International Cultural Program Lake Cowishan British Columbia Canada .