

Curriculum Vitae

Personal information

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Born : November 2 1966 in Rotterdam
Marital status : married



Job objective

I am looking for a position where I can combine technology and the application thereof to create added value for customers and where I can use that combination to contribute to solve IT-challenges.

My knowledge, experience and interest are in the field of UNIX (notably Solaris), virtualisation and SPARC/x86 hardware.

Personal profile

My strength is my ability to understand complex technical information and translate that into added value for customers. I like to be an individual contributor within a team, acting as Trusted Advisor, adding to the overall result from my specialisations. I am an IT professional with good commercial, communication and teaching skills.

In my work I am structured, efficient and tenacious. I am a people-person and service oriented. I am loyal towards my employer and colleagues.

I am a friendly, open and involved person. In relationships with others, I am respectful and patient. I do not avoid conflicts but I try to amicably resolve these. A good working atmosphere is important to me.

Competencies

Goal and Results-driven	I am results-driven, and if the desired effect is not achieved I abandon a pre-made plan. Through the great diversity of projects I've been involved with I have learned to choose different methods to achieve the same goal.
Analytical skills	The capability to analyzing problems or situations is one of my strenghts. I recognize what's important and separate main issues from side issues.
Customer focussed	Customer satisfaction always comes first for me. I'm trying to achieve maximum results in an "out-of-the-box" way, combining past experiences with new insights and developments. I communicate clearly about progress and results.
Handling stress	Under time pressure or in unexpected situations I continue to work in a structured and predictable way. I'm pertinacious and take responsibility when things go wrong.
"Networker"	I believe in the power of communities, in sharing knowledge, information and contacts. With this in mind, I am actively participating in several different user groups and associations. both for my work as well as privately.
Presentation skills	I am an experienced presenter in both Dutch and English. I share knowledge in an original way, making and keeping contact with my audience. I create my own presentations, adapted to purpose and target audience.

Work experience

Systems Architect, Oracle Nederland B.V. EMEA Server Pre-sales Specialist Team

Oct 2010 - Aug 2013

Systems Architect responsible as the expert for formulating and leading presales technical / functional support activity to prospective clients and customers while ensuring customer satisfaction. Fulfilling non-routine and very complex work, involving the application of advanced technical/business skills in my area of specialization. Focussing on large or complex sales opportunities that need creative and complex solutions. Leading any and all aspects of the technical sales process. Handling and controlled sharing of confidential information with customers and colleagues.

Specialisations: Oracle Solaris Operating System, Oracle SPARC processor and SPARC-based servers, virtualisation.

Key achievements:

- Liaison to Solaris product management and engineering departments for customers and Sun partner engineers
- Advised internal and external clients on overall architect solutions, acting as a 'Trusted Advisor'
- Acted as a technical resource and mentor for less experienced Sales Consultants.
- Organized and ran proof-of-concepts at customers
- Participated in beta program for both T4 and T5 servers (testing with customers prior to market introduction), looking after 4 customers from BeNeLux
- Helped develop training for other Sales Consultants.
- Developed and delivered Oracle presentations and demonstrations.
- Leader of the (Oracle internal) EMEA Solaris Community – received the "Outstanding Professional Community Leadership" award in June 2012.
- Official spokesperson for Oracle Nederland for SPARC and Solaris

Specialist Systems Engineer, Sun Microsystems

Jul 2009 – Oct 2010

Specialist, providing technical presales support for customers as well as internal pre-sales colleagues. Main focus areas: Solaris, virtualisation. Other areas of focus: Sun T-series servers, high-availability solutions.

Key achievements:

- Introduced Solaris 11 at dozens of customers
- Key contributor to the SPARC T3 beta program for the only beta-customer from BeNeLux
- As Operating Systems Ambassador liaison to Solaris product management and engineering departments for customers and Sun partner engineers
- Numerous presentations under "Non Disclosure Agreement" regarding SPARC and Solaris roadmap

Solutions Architect, Sun Microsystems Data Center and Data Management Practice

Jul 2004 – jul 2009

Solutions Architect, providing specialist technical presales support for customers as well as internal pre-sales colleagues. Intensive cooperation with sales-teams. Focus areas: Solaris, virtualisation, Sun SPARC-based servers, high-availability and disaster-recovery solutions.

Key achievements:

- Evangelised Solaris 10 at dozens of customers
- Lead architect in several Solaris 10 deployments
- Key contributor to the T2 beta program for the only customer from BeNeLux
- As Operating Systems Ambassador liaison to Solaris product management and engineering departments for customers and Sun partner engineers
- Designed and maintained standard hardware building blocks for large defense-type customer

Work experience (continued)

Technical Account Manager, *Sun Microsystems*

Jul 1999 – Jul 2004

Technical Accountmanager responsible for the Technical Account Management of a portfolio of clients. Customer-facing role which requires to work on both strategic long term and short term plans and projects. Building strong relationships with clients on various levels as well as acquiring thorough knowledge about their business. Presenting technical solutions to non-technical people as well as developers.

Key achievements:

- Technical pre-sales within the “Telco & Media” and “Managed Service Providers” sales teams
- Intensive cooperation and teaming with account managers
- Responsible for a wide diversity of customers: Lucent, EDS, PinkRoccade, ASML, Tweakers (amongst others)
- Specific roles: Technology Systems Engineer, Availability Solutions Specialist
- Operating Systems Ambassador since 2001. As such the single point of contact between Engineering and customers, enabling Engineering to have ideas verified for relevance with customers
- Systems administrator for the local “Systems Engineers” lab.

Senior UNIX System Administrator, *Academic Hospital Utrecht*

Feb 1998 – Jun 1999

As member of the UNIX Systems Administrators team responsible for design, deployment and administration of the hospitals central UNIX servers infrastructure. In a team with three UNIX specialists we also provided technical support during projects, both in the design and implementation phase.

Key achievements:

- Second-line support for the systems administrators of the various decentralized departments within the hospital
- Design and implementation of improvements and enhancements for the existing central IT infrastructure
- Documented the existing infrastructure and all enhancements made
- Provided guidance and advice to the decentralized departments regarding their IT infrastructure and needs
- Coached and educated colleagues on basic UNIX usage and administration
- Environment: Sun Solaris 2.5.1, 2.6, 7, 8 on Sun SPARC servers

Systems and Network Administrator, *Image Sciences Institute Utrecht*

1991-1998

UNIX Systems and Network Administrator, responsible for the every-day maintenance of the ISI central servers and network. Providing technical support for projects as well as to graduates and PhDs.

Key achievements:

- Installation, integration and administration of a diverse range of UNIX platforms: Sun Solaris, HP-UX, SGI Irix, FreeBSD
- Design, implementation and administration of the ISI TCP/IP ethernet network
- Design, implementation and administration of platform security (including two firewalls)
- Installation, integration and administration of a range of network and security-related software, including sendmail, DNS, Usenet News, socks, TIS Firewall Toolkit, cops, ...
- Independently researched, reviewed and installed new software; maintained current software
- Provided in-depth, specialist technical support for projects; among other things for international high-speed networking trials between hospitals, based on ATM
- Advised and supported the ISI employees
- Maintained contacts with hardware and software vendors concerning replacement and support for the environment.

Education	
1999-2013, regular product updates and internal trainings concerning my areas of expertise (UNIX, virtualisation)	<p>Trainings during the past 3 years:</p> <p><i>Technical:</i> Solaris 11 Principles and Architecture, Technical training on T5, T4 and T3 servers, Oracle VM x86 technical training</p> <p>Proven technical sales, solution development and influencing skills.</p>
1990-1999, various internal trainings while employed at Utrecht University	Diploma: n/a
1985-1989, University Education: Computer Science - HIO Enschede	<p>Diploma: yes (June 1989) – BSc degree.</p> <p>(Subjects: <i>Languages and Compilers, Information Systems, Database Systems, Operating System Design, Computer Networks, Mathematics, Law, Knowledge of Organisations</i>)</p>
1979-1985, Secondary Education: VWO - Christelijke Scholengemeenschap Aalten	<p>Diploma: yes (June 1985)</p> <p>(Subjects: <i>Dutch, English, Physics, Mathematics, Economics, Geography, History</i>)</p>

Skills
<ul style="list-style-type: none"> • Technical: <ul style="list-style-type: none"> ○ UNIX Operating System, in particular Oracle Solaris 10 and 11 ○ Internet and Social Media • Non-technical: <ul style="list-style-type: none"> ○ Work independently as member of an international, (virtual) team ○ Multidisciplinary cooperation across different groups ○ Presenting, both in Dutch and in English; create my own presentations ○ Leading (international) communities and user groups • Languages: native Dutch, fluent English, basic German (reading and speaking)

Ancillary activities
<p>Leader of the Netherlands Open Solaris Interest Group (NOSIG) Nov 2010 - today</p> <p>Leading NOSIG since its establishment in November 2010. Along with a fixed steering group responsible for:</p> <ul style="list-style-type: none"> • Active promotion of the Solaris Operating System in Holland • Planning and organisation of quarterly evening events with both Dutch and international speakers presenting on technical Solaris topics • Acting as liaison for other Solaris user groups • Maintaining contacts with fellow Solaris communities and vendors

<p>Leader of the Netherlands OpenSolaris User Group (NLOSUG) Oct 2006 – Nov 2010</p> <p>Leading NLOSUG since its establishment in October 2006. NLOSUG was part of the OpenSolaris project initiated by Sun to build a developer and user community around Solaris and aimed to bring Solaris users together to share experiences, thereby increasing the Solaris acceptance in Holland.</p>
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Ancillary activities (continued)

Jack of all trades at WS Twente

sep 2011 - today

Volunteer work at "Watersportvereniging Twente" (Watersports Twente)

Active member, with different initiating and supporting roles:

- Member of the Swimming Committee, tasked with Public Relations
- Making video analyses at swimming trainings for the top-talents
- Assistant during swimming youth camps
- Organising swimming clinics
- Speaker at swimming contests

Hobbies

- Swimming
- Reading
- Music