

Fred W. Nix Jr.

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Overview

Problem Solver, Technology Architect, Presales Engineer, and Consultant with 20+ years of Presales experience, now focused on cloud adoption, infrastructure redesign, deployment, migration and operations. Extensive background in Presales Engineering, Presales Engineering leadership and Partner Management within enterprise and commercial sized organizations. Technology management and enterprise operations experience with a track record of building relationships and driving positive business outcomes for customers.

Skills Highlights

- Presales expert with excellent soft skills and deep technical knowledge.
- Action-oriented with extensive hands-on experience in multiple functional areas.
- Sophisticated strategist and aggressive thinker.
- Able to assimilate complex issues quickly and develop real-world execution plans.
- Public Speaking professional that looks forward to presenting to small, medium and large audiences.
- Expert whiteboarding and communication / interpersonal skills.
- Mentor and natural leader of dozens to thousands of Team members.
- Creative problem and conflict resolution that seeks WIN/WIN outcomes.

Corus360, Presales and Post-sales: Jan 2019 – Aug 2019

Recruited by a senior vice president based on industry reputation for presales & professional service organizations to support a client base that includes Fortune 500 companies. Directed a global team of employees, Consultants, Project Managers, Operational resources, and Technical Writers to ensure customer success on all delivery projects.

- Worked with Presales, Sales and Operations Teams to develop and implement services bundles for easier sell across sister companies on large services transactions, in order to ensure high customer satisfaction results.

Reduxio, Presales: Feb 2015 – Jan 2019

Recruited to Reduxio from EMC to help grow the company from the *very* beginning, by helping to position Presales for Reduxio with customers, increase brand / market awareness, develop the channel go to market strategy, new customer acquisition, and build out the SE organization to 15 engineers. Upon joining Reduxio as the first Presales Systems Engineer, and the 5th person in the United States, everything needed to be created and developed in the market from ZERO. In addition to building and supporting the leading territory at Reduxio, helped build and develop the Systems Engineering organization to 15+ teams covering the US, EMEA, and Israel. Built the Southeast US into a power-house territory, by creating and enabling a strong Partner presence, delivering many of the initial Reduxio customers leading the company in new customer acquisition in the 1st year.

- Generated 2x the revenue of any other territory, quarter over quarter.
- Achieved 150% of sales quota every year.
- Trained and Enabled new Partners.
- Designed and installed 50+ POC's with a 90%+ conversion rate.
- Recruited new SE's to join Reduxio.
- Built the SE on-boarding process.
- Built the SE hands on Labs for Training and Demonstrations.
- Developed the Reduxio Whiteboard Sales Presentation, and Product Demonstration.
- As an "SE", lead the company with the highest revenue sales team in company.
- Responsible for day to day operational needs of Reduxio Presales Engineers.
- Consistently ousted established storage vendors in complex proof of concepts.
- Highest revenue sales team in the company.

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- Drove opportunities to constantly surpass quota.
- Supported all strategic account initiatives in the southeast region.
- Represented Company in all trade shows in southeast region delivering demonstrations of the product and whiteboard discussions.
- Responsible for training of all Partner / reseller technical resources.

EMC, Presales: Feb 2012 – Feb 2015

Responsible globally for new-hire on boarding, ongoing career development, communications and support events/programs for approximately 5,000 EMC Presales Sales Engineers.

- Responsible for day to day operational needs ~5,000 of EMC Presales Engineers.
- Designed and launched several Presales programs to extend our specialty teams providing access to information, extended network and development including Partners.
- On boarded over 1,000 EMC Presales Sales Engineers, preparing them to take on their new role within EMC.
- Engaged with the global presales leaders to determine priorities, gather feedback and socialize programs.
- Designed, organized and lead the Presales Advisory Council.
- Co-hosted, assisted with strategy and execution of the SE Conference in both a physical and virtual format.
- First ever virtual “vSE Conference” leveraging two-way video for real-time, high personal touch with 9000+ tweets & 2.5M impressions.
- Partnered with EMC’s Educational Services Team to provide strategy and deliver on-boarding and ongoing development including new hire training, quarterly e-learning, and boot camps.

EMC, vSpecialist’s Presales Productivity Manager: Feb 2010 – Feb 2012

Acknowledged technical and organizational leader within Presales vSpecialists group. Successfully helped to grow the team from thirty members to a hundred+ in two years while still keeping the high technical standards and cultural fit needed for the organization.

- Self-motivated leader within an advanced Presales team focusing on leading edge technology, future capabilities, and EMC Presales direction.
- Successfully maintained high level of technical expertise while transitioning from individual contributor to manager and then to senior manager.
- Repeated success in cross-organizational integration, including technical projects, resource realignment activities, and sales interaction.
- Field evangelist focusing on joint VMware and EMC solutions and technology both today and in the future.
- Regularly presented and interacted with largest EMC customers in the field, in executive briefings, and as part of marketing activities.
- Assisted multiple conference demonstrations used for keynote presentations including engineering interaction with VMware, EMC and Partner engineering teams.
- As a leader of change, constantly embracing the fluid needs of our organization while keeping the group effectively functioning.

Syscom Technologies, Senior Partner & CTO: Oct 2004 – Feb 2010

Managed and sold manufacturer partners’ solutions (Riverbed, EqualLogic/Dell, Data Domain). Designed and built technology solutions to offer to Syscom customers. Extremely sales focused, assisting sales win deals large and small all over the east coast. Was Practice Manager for the Storage Group, adding 200+ customers during tenure with Syscom. Personally installed 3,000+ Riverbed WANOPT devices.

MTI, Sr. Solutions Consultant: Aug 2003 – Oct 2004

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Worked with MTI's customer executive and IT management teams to provide business solutions around control, consolidation and continuity. Assisted our customers to develop business solutions that will drive business more efficiently and allow better leverage of their current infrastructure. Handled project management and accounting on some of the larger accounts to ensure successful project completion and a positive client relationship. Worked closely with all ongoing projects to ensure success. Produced a consistent successful record of project delivery, remaining within time constraints and under budget. Responsible for tracking accounts, opportunities and accurate quarterly forecasting of revenue, margin and project delivery updates.

GT Software, Presales: Mar 2002 – Aug 2003

Responsible for the reorganization of the Presales Engineering Function within the Professional Services Division. Worked with Presales & Professional Services staff to sell and deliver tightly integrated, high value services to customers while increasing company revenues.

Vitria, Presales: Jan 2001 – Mar 2002

Responsible for Presales support and Program Management for southeast region. Worked as Presales engineer and Program Manager at BellSouth to sale and implement multi-million, multi-year business integration programs. Managed customer expectations, and involvement through sales cycle, integrations, software implementations, upgrades, follow-on sales, and system outages. Led program meetings and presented status reports to technical and executive management. Provided a consistent and predictable path to manage customer product issues to satisfactory resolution. Acted as liaison between customer and vendors pre and post-sale. Responsible for successful Proof of Concept, closure of sale, and implementation of solution from the initial pilot to full production rollout. Was brought in to failing program and turned the program and customer relationship around, resulting in further product and professional services sales.

Windward Technology / Verso, Founder & Presales Business Development: Jan 1998 – Jan 2001

One of five original company founders. Worked closely with multiple salespeople to develop more than \$8M revenue. This revenue was generated from a mixture of technical professional services and product sales (hardware and software). Packaged Verso's offerings into highly marketable solutions. Trained dozen salespeople to understand company's technical offerings. Used strong "white-boarding" skills for presenting to prospects and customers. Provided 100's of demonstrations and presentations to all levels of management at potential and existing customers.

Kilpatrick Stockton L.L.P., Senior Consultant & Tech Lead: Oct 1995 – Oct 1998

Technical Lead of 10 Microsoft Consultants responsible for maintenance and service of 30 Microsoft NT Servers 3.51 & 4.0 in eight U.S. cities. Team supported 2,000 users in eight cities. Respected as the final "Go-to-guy" for any "unsolvable problems". BackOffice servers include: Microsoft Exchange 5.0, Microsoft SMS 1.2, PC DOCs, Microsoft SQL 6.5, Microsoft IIS 3.0, Microsoft Mail 3.2, File and Print servers. Integrated 450 Banyan Streetwork email users with 500 Microsoft Mail users using SMTP gateway. Converted 450 users from Banyan Streetwork Email to Microsoft Mail 3.2. Program managed the migration of 500 WFWG users to Win95. Program managed the migration of 1,000 Microsoft Mail users to Exchange 5.0. Integrated new Internet domain name to network to support new firm name, including email. Integrated Banyan Vines and NT servers using Streetwork for NT to expedite removal of Banyan network.

Per Se / Medaphis, New Technologies Program Director: Dec 1993 – Oct 1995

Acting Network Administrator supporting 500 users in Novell / NT network. Deployed Microsoft Mail 3.2 to 3,000 users in 30 U.S. cities. Configured MTAs, DirSync, Dispatch, and SMTP. Integrated / managed three Exchange servers with 30 Microsoft Mail Post offices. Integrated Citrix NT LAN "thin-client" and remote access solution. Developed Microsoft Access Payroll System that supported 500 employees. Assisted with long-term PeopleSoft integration.

Auburn University, Bachelor of Management Information Systems: Graduated May 1994

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Auburn University Division of Computing, Lab Technician: Jan 1991 – Dec 1993

Supported eight campus computer labs using Windows & Macintosh 200+ computers. Responsible for answering computer related questions for end-users, students and professors.

United States Army, Combat Medic (91W): Jan 1990 – Jan 1998 (Active & Reserves)

Completed Basic Training at Fort Jackson, SC, in 1990. Completed Combat Medical School at Fort Sam Houston, TX, to become an Infantry Combat Medic (91-Whiskey). Graduated Medic School first in class as platoon "Guide-On." Responsible for immediate emergency health care of soldiers. Honorably discharged DD-214 in 1998.

References:

<i>Eugene Coleman Jr. MuleSoft</i>	<i>404-386-6950</i>
<i>John Williams, Consultant</i>	<i>970-367-6316</i>
<i>Wade O'Harrow, DELL/EMC</i>	<i>404-263-3889</i>
<i>Marie Nix, My Mom. ☺</i>	<i>865-803-2122</i>