

michael meyer

SENIOR CLOUD AND INFRASTRUCTURE ARCHITECT

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Jeffersonville, IN 

EDUCATION

BS Business Administration
Indiana Wesleyan University
2004-2006

AS Business
Indiana Wesleyan University
2002-2004

SKILLS

>> PROFESSIONAL

Contract & Price Negotiation

Budgeting, Planning &
Forecasting

P&L Management

Technical Personnel
Management

Technical and Technical
Sales Training Development

Partner Channel
Development

PROFILE

Entrepreneurial business technology leader with extensive experience in solution design, implementation, sales, and marketing of Cloud and complex IT infrastructure. Community leader, heavily engaged with partner and integrator channels, as well as serving on local technology and educational boards. Technology expertise spans Cloud Computing, Virtualization, VDI, Citrix, networking, and network security services, Microsoft and UX server administration, and telecommunications services.

PROFESSIONAL EXPERIENCE

SENIOR SOLUTIONS ARCHITECT, TEAM LEAD

Peak 10 / Louisville, KY – North Region / 2014 – Present

Tapped to lead the "New Business Acquisition" team for solution engineering, working closely with EVP Sales Operations and RVP Sales to assign engineering resources to sales opportunities and provide day-to-day team management.

- Change-Agent for new process and product development
- Manage 8 Solutions Engineers and Solutions Architects
- Pre-sales Engineering, Complex System Design

SENIOR SOLUTIONS ENGINEER

Peak 10 / Louisville, KY / 2013 – 2014

Working closely with the Louisville-market sales acquisition and support teams for new business acquisition and existing business support. This includes sales engineering support, client and internal training, and service / product development.

- Two-time (2014, 2015) President's Club winner
- Hosted Private Cloud and DRaaS Premium Product Development Lead
- Exceeded annual sales team quotas at 125%+ y/y

DIRECTOR OF SERVICE DELIVERY, NATIONAL

Peak 10 / Louisville, KY / 2011 – 2013

Developed Peak 10 Partner Channel platform working closely with EVP Partners and Channel. Managed service delivery teams for National Team, including services implementation and support in 14 data centers.

- 7-point increase in Customer Satisfaction metrics (measured as NPS; final score of 59)
- Centralized Project Management and Implementation Team, reducing MTTI from 13 days to 2.5 days

SKILLS

>> TECHNICAL

Cloud Computing

Virtualization (VMware)

Data Center

WAN

Project Management

Operational Discipline

ACHIEVEMENTS

>> 2017 Peak 10 Award for Expertise

>> 2014 President's Club Winner

>> 2015 President's Club Winner

INTERESTS

>> BLOGGING, WRITING ([The Lion in My House](#); [Solomon Assembly: The Book](#))

>> DIGITAL ART AND DESIGN

>> CAMPING

EXPERIENCE (CONTINUED)

PARTNER AND BOARD MEMBER

Kyntenio / Jeffersonville, IN / 2013 – Present

Kyntenio is a digital marketing boutique, specializing in avant garde digital marketing tools and techniques such as one-to-one IP-based ad tech and Social Media research.

- Co-founder and board member
- Exceeded profitability goals in 2014 and 2015
- Customers in US and Europe
- DBA as Overhead Group and Event Socially
- Heavily involved in Louisville and So. IN Startup Community

CO-FOUNDER AND BOARD MEMBER

Conversation Research Institute / Jeffersonville, IN / 2016 – Present

CRI is the premier authority on Conversation Research for the marketing industry. Led by Jason Falls (www.jasonfalls.com), CRI has been featured at industry events led by market-leading Social Listening platforms including Netbase and Sysomos, promoted as the leader in SMB research, education, and support for social listening and conversation-based marketing research.

- Co-founder and board member
- Exceeded revenue goals for 2016
- High-profile clients include GE Appliances, Convince & Convert
- Invented socialgraphic research methodology employed by Fortune 500 organizations
- Industry leading marketing research

REFERENCES



PJ KIGGINS

PEAK 10

REGIONAL VP SALES

upon request



DAVID MARTIN

EMC

BUSINESS DEVELOPMENT

upon request



STACY GRIGGS

EL TORO

CEO

upon request



PAUL BORGMAN

WEST IP CEO,

B-DRY BOD

upon request