

Bryan Powell, Sales Engineer

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|---|
| <ul style="list-style-type: none">• MBA in Business Data Analytics, 3.67 GPA |
| <ul style="list-style-type: none">• Alpha Chi National Honor Society |
| <ul style="list-style-type: none">• Bachelor Science Information Technology |
| <ul style="list-style-type: none">• Numerous Technology Certifications |



Alpha Chi
National College Honor Society

EXPERTISE :	Pre-Sales	Cybersecurity	SQL Server
	Sales Engineering	Leadership	IT Management
	Presentation & Demonstrations	Budgeting and Forecasting	Client Satisfaction

PROFESSIONAL OVERVIEW

RevBits Inc | Remote

Cybersecurity Pre-Sales Solutions Engineering | October 2021 - present

- Responsible for providing network proof of concepts to pre-sales customers.
- Assisting with the planning and implementation of cybersecurity products to protect against DDOS, ransomware, malware, etc.
- Researching and keeping current with cybersecurity threats.
- Demonstrating RevBits unique solutions to prospects

Trend Micro Software | Remote

Cybersecurity Pre-Sales Engineer | July 2019-March 2021

- Responsible for providing software and network proof of concepts to pre-sales customers.
- Assisting with the planning and implementation of Trend Micro cybersecurity software and cloud related products to protect against DDOS, ransomware, malware, and other threats.
- Researching and keeping current with cybersecurity threats.
- Demonstrating Trend Micro software solutions to prospects, as well as providing RFP and POC support.

FLUX 7 LABS | Remote

Pre-Sales Cloud Solutions Architect and Product Owner | January 2019-July 2019

- Responsible for pre-sales and Product Owner duties for Amazon AWS cloud solutions, including demos, creating SOWs, and consulting with clients during the pre-sales stage
- Focuses on automating CI/CD pipelines for companies that need to speed up the process of getting their code into production
- Delivered agile projects to satisfy Fortune 100 and Fortune 500 customers using tools such as Docker, Jenkins, DynamoDB, and other server-based and serverless solutions

BRYANPOWELL.NET | HOUSTON, TX

Cloud Architect Consultation | 2015-2018

- Consulted clients in Microsoft Azure, SaaS, SQL Server, and Amazon AWS implementation, administration, migration, and product selection
- Client verticals include Oil and Gas, Non-profit, Manufacturing, Construction, Technology, Transportation, Agriculture, Legal, and Healthcare
- Arranged network-wide Disaster Recovery Planning (DRP) strategies
- Migrated numerous companies from Office onsite to Office 365, including transferring email and messaging services to the cloud
- Implemented and/or recommended cybersecurity solutions for clients.

HOUSTON SYMPHONY ORCHESTRA | HOUSTON, TX

IT Director | 2016-2017

- Developed the strategic vision and IT financial planning for the overall growth of a non-profit organization with 180 employees
- Oversaw migration to Azure from on-premises server infrastructure
- Implemented and managed WAF, physical firewall, and other cybersecurity protections.

SVT, INC. | HOUSTON, TX

Senior Technical Sales Engineer 2011-2015

- Acted as a liaison between highly technical client base and sales team to ensure technical needs of the client were met while maintaining the integrity of the sales process
- Key clients included Coca-Cola, United States Army, Intel, Chase Bank, and Lockheed Martin
- Created RFP/RFI for prospects and managed daily account activity with Salesforce

BTS, INC. | HOUSTON, TX

Vice President of IT 2009-2011

- Hired, developed, and managed a team of eight IT professionals in day-to-day activities,
- Planned long-term and short-term departmental and organization wide goals—in support of a growing IT infrastructure
- Implemented emergency plans, disaster plans, risk mitigation plans, and recovery plans

Previous 12 years of experience available on LinkedIn or by request.

**TECHNICAL
CERTIFICATIONS**

- AWS Certified Solutions Architect
- AWS Business Professional and Technical Professional Certificates
- Certified Scrum Product Owner (CSPO)
- ITIL v3 Foundation Certification in IT Service Management
- Microsoft Certified MTA, SQL Server
- Microsoft Certified MTA, Windows Server

EDUCATION

Master of Business Administration (MBA)

Emphasis on Business Data Analytics

Abilene Christian University

Bachelor of Science (BS), Information Technology

University of Phoenix

**MILITARY
EXPERIENCE**

ELLINGTON FIELD JOINT RESERVE BASE | HOUSTON, TX

Senior Airman and Flight Leader, Security Forces Squadron (SFS)

- Served in the Texas State Guard, 547th Air Support Group, 5th Air Wing, on an Air Reserve Unit.
- Security Forces Squad/Air Force Military Police.
- Assisted state and local authorities in times of state emergencies, conducted homeland security and community service activities under the umbrella of Defense Support to Civil Authorities.

