James Read

Address:	Camberley, Hampshire, England, UK	**Date of birth:**	20th August 1987
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A technically orientated IT professional

My technical background is broad, but also deep across a variety of fields such as cloud engineering, systems engineering, software engineering. This combines well with a commerical background that is predemonently in presales, with experience of dealing mainly with colleagues and partners across EMEA – from initial meet & greets, planning and executing those plans, being a product expert and being a trusted supporter/advisor.

Experience

- **Supporting role to EMEA technical and sales teams;** I've worked closely with colleagues an inside teams to enable and support them to scale into region. Implemented technical and commerial regular training webinars, feedback sessions and a structured champions programme with objectives, expectations and frequent contact - encouraging empowerment and confidence over "doing it for them".

- Regular experience of **adapting and translating communications to suit other perspectives.** Supporting by understanding how the communication is applicable, relevant or impactful for different audience than it was written for. From technical to sales, from vendor to partner, or from global to local.

- **Self-starter in learning new technologies**, and in taking on extra responsibilities outside of my existing role (eg: Subject Matter Expert in Linux security, Atomic, Kubernetes, and Docker containers, maintainer of 2x technical demonstration labs, assisted on producing a variety of technical training).

- Always **active in discussions with colleagues and the community**, in forums, mailing lists, in my team discussions. I enjoy sharing opinions and always learning from others. Very comfortable getting technical with developers or systems administrators because I stay informed, educated & experienced.

Interests

Public and hybrid cloud (familiar and comfortable from a technical presales perspective with Microsoft Azure, Google Cloud Platform and Amazon Web Services, and others) – migrations (left & shift, rearchitecting), building modern application architecutres; Continuous integration and continuous deployment (including "DevOps"), software defined data centres, service and message orientated software architectures.

Engaging with customers and partners, especially service providers, that have difficult technical problems or constraining business requirements, being a trusted advisor, building networks of contacts, being respected for the approach, relationship and technology.

Experience and education in; The vast majority of Red Hat's portfolio, certainly platform, operating system (RHEL), virtualisation (RHEV) and cloud (OpenStack, OpenShift). Java, PHP, Javascript, C/C++, Python. Windows (Server (+AD, GP), Desktop), Android. MySQL, Postgres, RHEL/CentOS/Fedora and Debian. Docker & Kubernetes.

Awards

Outstanding Performance Award – North & East Europe

Outstanding job supporting Sales and Inside Sales as well as proactively working on a number of exciting personal projects connected to Red Hat. From Phil Andrews, Regional Vice President, NEE. *March 2013*

37x "Red Hat Rewards" - Red Hat has an internal rewards system, of which I've received several as thanks and regognitions of contributions from colleagues. Nominations are from peers up to senior manager level.

Professional qualifications and certifications

Currently studying: Microsoft Certified System Administrator: Linux on Azure (50% complete)

Existing: Red Hat Certified Architect (License #120-023-908), PHP Zend Certified Engineer (Nov 2009), MySQL Certified Associate (Jul 2011). Red Hat Certifications: Certified Systems Administrator (CSA) (Feb 2012), Certified Engineer (Mar 2012), Certified Virtualisation Administrator (May 2013), Certificate of Expertese in Deployment & Systems Administrator (Jul 2013), Certificate of Expertese in OpenStack Administration (Aug 2013), Certificate of Expertese in Server Hardening (Jan 2015).

Employment History

The following list details my most recent 3 positions, full employment history gladly supplied upon request.

Date: October 2011 – Current
Company: Red Hat UK Ltd.

Position: Solution Architect, EMEA Alliances (Certified Cloud & Service Provider Programme)
Experience: The single dedicated technical resource assigned at the EMEA level, responsible for two major areas; 1) Creating and maintaining a champions network of in country (regional) Solution Architects who support regional providers on a technical presales level. 2) Technical partner contact for Microsoft Azure, Google Cloud Platform and Amazon Web Services. Day to day activies include technical presales webinars about Red Hat products to partners and occasionally end customers. Building and extending on partner relationships, working closely with partner account managers to deliver quarterly objectives and partner plans. Technical conduit between global and EMEA – escallations, updates, webinars, advice, Q&A and similar.

Position: EMEA Senior Inside Solution Architect
Experience: Built and maintained a sales training course for EMEA Sales teams (Inside, Territory, Lead management, etc). Technical expert on Red Hat infrastructure, storage, virt and cloud products, frequently providing advice and answering questions directly with customers. Delivered presentations on subjects such as product roadmaps, company processes, market position and competitive advantages to EMEA customers.

Date: November 2008 – September 2011
Company: Regency IT Consulting, Cheltenham
Position: Systems Engineer
Experience: In house application development, Windows/Linux server administration, protective monitoring, advanced networking, cryptographic devices (highly secure VPN) and commercial experience.

Date: February 2011 – May 2011
Company: European Aeronautic Defence and Space Company (EADS)
Position: Systems Engineer with Energy and Propulsion Research team (3 month secondment)
Experience: Work on developing simulation protocol parsers using LabVIEW, coding of flight control systems for simulated unmanned air vehicles (UAVs)

Academic Qualifications

Sept 2007 – June 2008:   BSc Computing, University of Portsmouth (3rd Year direct entry).

Oct 2005 – Jul 2007:   Higher National Diploma in Software Engineering, University of Portsmouth.

Sept 2004 – Jul 2005:   1 Advanced Level, Corfe Hills School, Dorset

Sept 2003 – Jul 2004:   3 Advanced Subsidiary Levels, Corfe Hills School, Dorset

Summer 2003:   11 General Certificates of Secondary Education, Corfe Hills School, Dorset

References

References and employer contact details gladly supplied upon request. My LinkedIn profile currently has a variety of recommendations.

Personal website: http://jwread.com   **LinkedIn Profile:** http://www.linkedin.com/pub/james-read/11/62/723