

NILSON ARANGUREN SHAIK

CLOUD & IT BUSINESS CONSULTANT

PROFESSIONAL & BUSINESS SKILLS

- Consulting and strategic planning
- Extensive experience in business consulting
- Critical thinking and complex problem solving
- Customer and results orientation
- Sales and marketing management
- Knowledge of modern architectural trends
- Demonstrated experience working with technology vendors
- Excellent team building and leadership skills
- High level of commitment and accountability
- Leadership and negotiation skills with analytical skills
- Excellent verbal and written communication skills
- Professional with a high level of ethics

TECHNICAL SKILLS

- Strong IT consulting experience
- Demonstrate expertise in designing for transition and transformation across On-Premise, Private and Public Cloud capabilities.
- Drive technical leadership behavior in the cloud consulting team by leading by example and acting as a mentor to less experienced team members
- Experience with enterprise network security technologies
- Experience with cloud platforms and services
- Design of hybrid IT solutions (public cloud, private cloud, on-premises)
- Stronger knowledge and practice in Data Center operations and services
- Strong knowledge and practice in troubleshooting IT and networking solutions,
- Experience in defining architecture, standards and guidelines.

EDUCATION & TRAINING

Universidad Nueva Esparta

- Computer Science

ADEN Business School

- Consulting Sales
- Sales & Business Negotiations

Adistec College

- Fortigate I
- Fortigate II

Instituto Venezolano de Seguros

- Security on Information Technology and Telecommunications

Amazon Web Services

- AWS Business Professional
- AWS Technical Professional
- AWS TCO and Cloud Economics
- AWS VMware Cloud Business
- AWS VMware Cloud Technical
- VMware Cloud on AWS - Technical
- Architecting con AWS
- Advanced Arquitecting con AWS

Azure/Microsoft

- Microsoft Azure Architect Technologies
- Microsoft Azure Architect Design

CERTIFICATIONS

- AWS Solution Archited Proffesional
- AWS Solution Archited Associated
- AWS Cloud Practitioner
- Azure Fundamentals
- Fortinet NS1, NS2
- Juniper JNSS-AS, JNSS-FWV, JNSS-IDP, JNSS-SSL
- Microsoft: MCP, MCSA, MCSA+MSG, MCSE
- VMware: VSP, VSTP
- ITIL Foundations v2



ABOUT ME

Senior IT & Security Business Consultant & SME (Subject Matter Expert) with over 20 years working in IT, Cloud, and security areas. An enthusiastic and dedicated professional with a high-level knowledge in the design and development of Datacenter and Cloud Solutions, as well as an excellent understanding of deployment of security solutions

A professional with excellent teamwork building & leadership with a high level of commitment and responsibility. Critical thinking & complex problem solving, Sales management and marketing, a professional with a high level of ethics

CONTACT

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English Level:

REFERENCE

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Cra 65 # 169A-50, Bogotá, Colombia

willing to relocate locally or globally

WORK EXPERIENCE

Partner Solution Architect

Amazon Web Services, Colombia

Jul 2022 to Dec 2023

- Business and technical acumen focused on making our partners successful in building a business on top of AWS
- Engage with partners using technical and business acumen to run their businesses and solutions on AWS
- Validating partner capability and engaging in joint technical marketing opportunities as appropriate
- Promote the broad use of AWS as a platform for workloads through technical workshops and speaking engagements
- Create content technical labs, workshops, blog posts, whitepapers in alignment with all other partner enablement objectives and to build mindshare with our partners
- Advocate encouraging and communicate the use of partners across the AWS organisation.
- Develop talent coaching and develop partner technical resources and internal new hires
- Remain focused on the best results for the customer and enable the partners accordingly. Accordingly, a parallel focus is on building up partners and their capability on AWS to execute on our behalf.
- Become the trusted subject matter expert for partners.
- Focus on delivering the best outcomes for customers and delivering tangible improvements and achievements with partners.
- Coach partner teams on developing their AWS capabilities and introduce new internal AWS hires to the segment and help them to develop.
- Work effectively with partners to make the transition to the "new normal" as easy as possible.

Client Executive - Enterprise Solutions

Rackspace Technology, Colombia

Nov 2021 to Apr 2022

- Drives the full sales cycle to both win and grow share of wallet in strategic accounts for Rackspace
- Utilizes industry and strategic knowledge to sell Rackspace services and products for install base customers and drive new footprint in large, complex, strategic, business changing deals
- Develops deep relationships with strategic customers and prospects, gaining knowledge and understanding of industry challenges and long and short-term objectives in order to present viable IT solutions and create net promoters
- Leverages an established network of references to win credibility

AWS Solution Sales Lead

SoftwareONE, Colombia

May 2020 to July 2021

- Lead the AWS business and strategy, Sales and Technical, to Colombia, Mexico, Central America & the Caribbeans
- Develop overall solutions including high-level design (e.g.-Whiteboarding), statements of work (SOW), service design, and bills of materials (BOM)
- Build the cloud architectures and cloud solutions, that meet the customer requirements
- Analyze & gather business requirements from large & complex client environments and perform required research and investigation to identify and create thorough, accurate technical solution proposals based on client requirements
- Prepares cost estimates for licensing and product sales as well as professional services (deployment, migration, implementation, workshops, etc.) by studying blueprints, plans, and related customer documents; consulting with other engineers, architects, practice leads, and other professional and technical personnel (both internal and external)
- Act as a technical evangelist for marketing activities including speaking/presenter engagements at conferences, conventions, user groups, webinars, etc.
- Partners and co-owns sales activities at a customer level with the field-based account manager
- Responsible for partnering with BDMs and local sales leadership to drive new business opportunities within the existing regional account base as well as supporting customer acquisition activities as assigned

WORK EXPERIENCE

Lead Sales Engineer - Datacenter, Security & Cloud

CenturyLink, Colombia

Apr 2013 to May 2020

- Generate and boost demand through adequate marketing support to sales channels to maximize revenue opportunities and assigned segments of the product portfolio in charge
- Identify the customer's business goals and determining the correct solutions most appropriate to address and achieve them, focused on Hybrid & Security Solutions
- Design and development of Data Center, Cloud and Security Technical & Commercial Proposals
- Design and development of Data Center, Cloud and Security Technical Solutions that includes integration of Hosting Services like dedicated servers, virtualization, SAN, Monitoring, Backup, Networking and Security solutions like Firewalls, IDP, IDS, VPN's, authentication with Tokens, SSLVPN's, DDoS Mitigation, Vulnerability, Assessment, Penetration Test, etc
- Make presentations to our customers about our Data Centers, Virtualization & Security Services
- Management of Sales Pipeline, Business Case and Budget (Capex, Opex, GM, EBITDA, etc)
- Generate activities (Upselling) that promote the sale of the product portfolio in charge
- Work closely with DataCenter Operations and Service Delivery team to build a solid service and delivered on time
- Maintain relations with the market players to generate new business opportunities

Product Marketing Specialist - Datacenter & Security

CenturyLink, Venezuela

May 2009 to Jan 2013

- Responsible for generating and boosting demand, through adequate marketing support to the SalesChannels, in order to maximize opportunities and revenues in the assigned segments of the product portfolio under its responsibility
- Consolidate market information: competition, products, demand, etc., providing feedback to Product & Marketing for the development of action plans
- Detect market opportunities for the portfolio of products under your charge, pointing out their applications in the assigned segments.
- Provide commercial support to Sales & Services Executives: Promote and participate in promotion and sales activities, to achieve budgeted sales
- Design and development of Data Center, Cloud and Security Technical & Commercial Proposals
- Develop and transmit tactics and also provide sales support material defined by your Product Unit: Typical cases, FAQs, presentations, type proposals, etc., that can also be used by S&S Executives
- Make presentations to our customers about our Data Centers, Virtualization & Security Services
- Management of Sales Pipeline, Business Case and Budget (Capex, Opex, GM, EBITDA, etc)
- Generate activities (Upselling) that promote the sale of the product portfolio in charge
- Work closely with DataCenter Operations and Service Delivery team to build a solid service and delivered on time
- Maintain relations with the market players to generate new business opportunities

Datacenter Operations Country Head

CenturyLink, Venezuela

Apr 2003 to Apr 2009

- Responsible for the implementation, operation, support, attention and control of all datacenter, security & outsourcing services in the country
- Ensure the implementation, operation, support, attention and control of all data center, security & outsourcing services in the country
- Collaborate with the Regional Area Regional Product Marketing and Technology in shaping new services and improving existing services, including bringing new opportunities based on technological advances in the IT environment
- Perform personnel management and other resources Data Operations Center in the country, ensuring its growth, motivation and training. Maintain a work environment for staff
- Ensure the implementation, operation, support, care and control of all data center services, Security& Outsourcing in the country
- Responsible for building the budget, controlling costs and investments and their alignment with the budget