

NILSON ARANGUREN SHAIK

aws certified  Cloud Practitioner

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@Nilson Aranguren



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Professional Summary

Senior IT Business Consultant & SME (Subject Matter Expert) with over 18 years working in IT, Cloud & Security areas. An enthusiastic and dedicated professional with a high-level knowledge in the design and development of Datacenter, Security, Virtualization and Cloud Solutions & Hybrid Strategies

A professional with excellent teamwork building & leadership with a high Level of commitment and responsibility. Critical Thinking & Complex Problem Solving, Sales Management and Marketing, Consulting & Strategic Planning. A Professional with high level of ethics.

Technical Skills

Cloud Services	Cloud Security	Firewalls	Storage	NLB
Hybrid Cloud Solutions	WAF	IDP/IDS	LAN	UTM
Public Cloud	Fortigates	VPNs	WAN	Datacenter
AWS Architecture	Security	DDoS	VMware	Backup
Azure Architecture	Cluster	Ethical Hacking	Hyper-V	VTL
Hosting Services	DRS	Hardware	Oracle VM	IT Infrastructure
Virtualization	DRP	MS Windows	Oracle BD	IT Architect
Managed Security	Replication	MS SQL	Hitachi	IT Consulting
Cloud Security	IoT	MS Exchange	Networking	NGFW
High Availability	Internet	MS Office	Load Balancing	

Professional Skills

- Professional approach and representative
- Excellent team building & leadership
- A High Level of commitment and Responsibility
- Professional written and verbal communication and interpersonal skills
- Ability to coach & mentor to internal or external team & customers
- Critical Thinking & Complex Problem Solving
- Sales Management and Marketing
- Consulting & Strategic Planning
- Client focused, and results driven
- Ability to work under pressure
- Ability to lead and negotiate with analytical skills
- Excellent relationships & Teamwork Building
- Professional with high level of ethics

Other Technical Skills

- Design Virtualizations and Cloud Solutions (VMware/Hyper-V, Azure, AWS)
- Design Hybrid IT Solutions (Public Cloud, Private Cloud, On Premise Solutions)
- Designing Microsoft infrastructure solutions (AD, Exchange, Cluster, NLB, High Availability, ISA, others)
- Design Security solutions over Fortinet's Appliance like, FW's, NGFW, UTM, WF, IPS, DDoS, LB
- Higher knowledge and practices in Data Centers operations & services
- Solid Knowledge and practice off Troubleshooting IT & Networks solutions, services & devices
- Solid Knowledge and practice in IT and Network Security (FW's, IDP, IDS, VPN's)

Courses & Certifications

- AWS** Cloud Practitioner (**certificated**)
 - AWS** Business Professional
 - AWS** Technical Professional (Digital)
 - AWS** TCO and Cloud Economics
 - Architecting on AWS (*)**
 - Azure Fundamentals (*)**
 - Microsoft Azure Architect Technologies (*)**
 - Microsoft Azure Architect Design (*)**
 - Fortinet** : NS1, NS2
 - Microsoft**: MCP, MCSA, MCSA+MSG, MCSE
 - VMware**: VSP, VSTP
 - ITIL**: ITIL Foundations v2
 - Oracle**: T5 Sales Specialist, T5 Pre-Sales Specialist
- (*) pending certification for 2020

Education

- Universidad Nueva Esparta
- **Computer Science**
- Caracas, Venezuela
- Instituto Venezolano de Seguros
- **Security on Information Technology and Telecommunications Diploma**
- Caracas, Venezuela
- Adistec College
- **Fortigate I y Fortigate II**
- Bogota, Colombia
- ADEN Business School
- **Consulting Sales**
- **Sales & Business Negotiations**
- Bogota

Languages

- Spanish, Native 
- English, Fluent 

Work Experience

Solution Sales Specialist

SoftwareOne, Colombia

From May, 2020 to date



Roles & Responsibilities:

- **Sales & Services**
 - Leading the AWS business and strategy from Colombia, Mexico, Central America & Caribbean
 - 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
 - Analyze & gather business requirement from large & complexity client environment 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)
 - Develop overall solutions including high-level design (e.g.-Whiteboarding), statements of work (SOW), service design and bills of materials (BOM)
- **General Business Development, Marketing, & Partnerships**
 - Assist and own partnership/alliance functions to assigned partner relationships. This may include being primary contact for Partner/Channel Account Managers and assisting in GTM and business planning as well as driving forward programmatic initiatives.
 - Develop relationships and act as liaison to local partners (VARs, publishers, distribution, etc.) to ensure available resources are being utilized where appropriate.
 - Act as a technical evangelist for marketing activities including speaking/presenter engagements at conferences, conventions, user groups, webinars, etc.
 - Partner with stakeholders and drive solution marketing activities by preparing and delivering content and messaging.
 - Maintain and report on regional service delivery, sales pipeline, and project status.
 - Maintain and acquire advanced level technical certification in assigned area and maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.

Lead Sales Engineer

CenturyLink, Colombia

From April, 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 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 customer 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

CenturyLink, Venezuela

From May 2009 to January 2013



- 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 Data Center, Virtualization and/or Security Solution most appropriate to address and achieve them
- Design and development of Data Center and Security Technical & Commercial Proposals
- Design and development of Data Center 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 customer 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

Data Center Operations Country Head

CenturyLink, Venezuela

From April 2003 to April 2009



- 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
- Communicate policies and guidelines of Data Center Operations, Security & Outsourcing for the whole team
- Ensure support to the area of Pre-Sale
- Is responsible for establishing the plan for the management of services

- Interact, negotiate and agree policies with other areas of the country to obtain the resources necessary for the operation
- Ensure customer satisfaction.
- Building the budget and control costs and investments and their alignment to the budget
- Ensure the relationship with suppliers and define corporate procurement from local suppliers
- Interact, negotiate and agree policies with other areas of the country to obtain the resources necessary for the operation
- Secure the assembly of the management reports to the Cluster Operations Manager.
- Ensure the participation of specialists in regional definition of new products and services or redefine existing ones

Systems & Network Administrator

CenturyLink, Venezuela

From July 2002 to March 2003



- Maintenance and Administration of Impsat Venezuela LAN
- Support of Microsoft WinNT, W2k, W2k3 OS
- Support Microsoft Infrastructure (DNS, DHCP, WINS, IIS, TCP/IP, etc)
- Microsoft SQL Server Administrator, Microsoft Exchange Administrator, Telephony Management
- Administration of Cisco LAN Switches, Help Desk & User Support

Personal Reference

Contact: Oscar Ramirez

Company: Orange Business Services

Job Position: Country Manager Colombia - Mexico

Phone: +52 1 55 4522 8235

Contact: Diana Polania

Company: Westcom/Comstor

Job Position: Service Provider Account Manager

Phone: +57 316 5304144

Other Preferences

- Willing to relocate Locally or worldwide
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