
CLOUD COMPUTING BUSINESS DEVELOPMENT MANAGER RESUME

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Career Goal:

A dynamic and talented professional Cloud Computing Business development Manager in your organization where I promote my experiences in design, architect and lead the implementation of Cloud solutions using Amazon, Hewlett Packard, VMWare, and BMC.

Technical Skills:

Strong capability to implement cloud services in:

- Public environment
- private environment
- hybrid environment

Well-versed in programming languages:

- Perl
- UNIX
- C

Good knowledge of cloud services:

- Infrastructure-as-a-Service (IaaS)
- Software-as-a-Service (SaaS)
- Platform-as-a-Service (PaaS)

Immense ability to implement cloud solutions using:

- Amazon Web services
- HP Cloud Service Automation (CSA)
- BMC Cloud Lifecycle Management (CLM)

Expertise in working with operating systems:

- Windows
- Linux

Familiarity with:

- Project management
- Forecasting and projection
- Training and employee development

Adept in Version control tools:

- Star team
- Subversion
- CVS

Skilled in Firewalls:

- Watchguard
- Juniper and CheckPoint
- Proxy Filtering

Relevant Experience:

Cloud Computing Business Development Manager
EMC Corporation
January 2012 – Present
Baltimore, MD

- Prepared and implemented marketing and technical strategies for customers.
- Created enterprise segments and identified system integrators.
- Developed strategic development plans for specific markets and direction.

- Designed industry based messaging and supporting materials for cloud computing.
- Implemented cloud extension and migration plans and trained internal development teams.
- Reported business reviews to senior managers about progress and project status.
- Managed contract negotiations with legal services team members.
- Formulated business proposals and models and conducted product promotions.

Cloud Computing Business Development Manager
SHI International Corporation
November 2010 – January 2012
Seattle, WA

- Maintained and managed operations plans and revenue details.
- Provided advisory services for new business opportunities and cost reduction.
- Developed new product offerings for IaaS platform with offer details and pricing models.
- Analyzed and enhanced Cloud application market and other market segments.
- Participated in enterprise engagements and business presentations.
- Created pricing models for assigned Cloud applications.
- Provided support during workshops in Cloud market including Amazon and IBM.
- Supported Cloud computing initiatives and maintained strategic business partnerships.

Educational Background:

Bachelor's Degree in Computer Science
Oakland City University
August 2006 – May 2010
Oakland City, IN

Professional Certification:

IBM Certified Solution Architect – Cloud Computing Infrastructure July 2010

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