

Michael S. Votaw

-
-

Michael at Votaw dot net

-
-

Highlights of Qualifications

- Experience with presales, sales, and consulting of high tech networks, network management, and security
- Experience with data network management using a broad variety of SNMP tools
- Extensive skills with setup, maintenance, and troubleshooting of network hardware, software and cabling
- Experience with client and server administration with Windows, Novell, Solaris, and Linux
- Twenty years of computer hardware and peripheral experience including building, configuration, and repair
- Highly motivated, self managing, with previously held (Sep 04) DoD Top Secret clearance

Skills Summary

Presales / Sales / Consulting

- In 2007 I worked with the corporate solutions engineering team. I was also tied directly to support an account executive who achieved over 200% of her quota. I participated in speaking engagements, proof-of-concepts, professional service engagements, sales engagements, customer training, and many other activities requiring flexibility and expertise in the areas of network design and security for wired and wireless. In 2005, I along with two others on my team sold nearly \$3.1 million dollars in network management software with a quota of \$1.6 million in an eight state region in the south central US. My role was to accompany my AE, consult with clients, perform demos and conduct presentations for a variety of clients, respond to RFx's, conduct customer training, and follow-up support. I was responsible for establishing scoping for professional services as well as performing proof-of-concepts. I was tasked with helping my clients discover the real issues behind problems or the inhibitors to new visions. I've done extensive research and practice of solution selling and consultative techniques taught by Mike Bosworth, Mahan Khalsa, and others teaching methods to create a distinguished buying experience to solve customer's problems.

Network Management

- Detailed working knowledge of SNMP and device management.
- Extensive recent experience with SNMP management utilizing a variety of Enterprise Management systems and various other element managers. Worked with all Spectrum versions from 3.1 to current on both Sun Solaris and Windows. Heavily involved in the beta process of Spectrum and found many problems before they were released.
- Good knowledge of integrating solutions for reporting, systems management, and manager-of-manger integrations. Ability to script for added functionality using Bourne, BASH, C shell and PERL.
- Broad experience with toolkits used in SNMP management, SNMP simulators, traps, and troubleshooting or configuration tools.
- Experience with custom reporting solutions to fill the gap of network management needs through the use of scripting and the use of a web server. Have setup and used MRTG and familiar with RRDDTool and Cricket. Familiar with the setup and administration of ftp servers and Apache web servers, providing additional reporting capabilities for Spectrum and other network systems.

Networking Technologies / Protocols

- Detailed knowledge and experience with network hardware. Over fifteen of years dealing with high-speed networks and advanced computing systems attached to them. I am skilled with Ethernet (FE, Gig, 10G), FDDI, ATM, Token Ring, 100VG, and Arcnet. Experienced with the setup and troubleshooting of T1, ISDN, Frame Relay, xDSL and various telecom equipment systems.
- I have worked with Cisco routers (install and configuration) and setup/configuration of routing protocols including static routes, RIP, and OSPF. I've spent much time troubleshooting routed networks and routing issues. Also had experience with other vendors' routing solutions including Enterasys, Foundry, and several Bay devices. Experience with VLANs in both design and troubleshooting.
- I am intimately familiar with most network protocols and can successfully troubleshoot network issues. Network protocols I am most proficient with are TCP/IP, NetBEUI, and IPX. I'm also familiar with many applications over IP and familiar with client communications. Used a variety of network packet analyzers for Ethernet, FDDI and ATM.

Computer Hardware / System Administration

- I have a broad knowledge of setup and repair of computer hardware including PCs, Sun Sparc systems, and many others. I have worked extensively with peripheral setup and repair to include printers, modems, scanners, and detailed knowledge of SCSI and associated devices including RAID configurations.
- Extensive skills with data center cable installation, termination, and management with coax, twisted pair, and most all fiber types.
- Experience with desktop operating systems including DOS, Windows 3.1, 95/98, NT, 2000, XP, Solaris, Linux, IBM AIX, HPUX, and general knowledge of most BSD and System V Unix variants. Experience with patches, maintenance, configuration, and automation.
- Experience with all aspects of server, network, and system administration including user administration, application administration, and security administration. Worked with Novell servers from version 2.0, 3.11, 3.12, and 4.0, and 4.11. Worked with NT Server administration from version 3.1, to 4.0, and Windows 2000 Server, and 2003. Worked with Solaris version 2.4 through 9 and all user, security, and application issues. Broad experience with peer-peer admin using Windows 3.11, 95/98, NT, 2K, and NFS with Solaris.
- Experience with setup and administration of network clients, automation of setup and configuration of clients, and gateways or packages designed to share out dissimilar network technologies like SAMBA, NFS sharing, and the Novell gateway for NT. Have setup and configured Citrix Metaframe for UNIX to share applications with PCs and other UNIX systems.
- Recent experience with SunRay appliances from Sun Microsystems.
- Recent experience using VMware for virtualization

Programming / Customer Service / Electronics

- Light programming and scripting skills. I have most recently used PERL, C Shell, and Bourne shell to automate some network and system administration tasks and integrate with Spectrum. I've taken classes on Fortran and Pascal and familiarized myself with C and some C++.
- My military time has given me experience with telecom gear in a tactical environment. I am familiar with the setup and operation of Teletype equipment, its associated cryptographic gear and the communications equipment (satcom, land line, etc.). I am also experienced with component level repair of electronic gear.
- Nearly my whole career has been in the form of service to customers whether they were fellow workers or otherwise. I've worked with customers over the phone, face to face and offered informal and formal training and helped people to understand. I've worked with teams both in a lead role and as a subordinate and been effective in both.

Education

I attended various classes taught by Cabletron Systems and Global Knowledge Network. Classes included...

- SNMP for Data Networks
- Spectrum Administration
- Spectrum Advanced Administration
- Spectrum Level I Toolkits
- Ethernet Networking Technology
- Advanced Ethernet Technology
- FDDI Data Networking
- Advanced FDDI Networking
- Token Ring Networking
- ATM Switching
- Advanced ATM
- Wide Area Networking Technologies
- ISDN Design and Troubleshooting
- Cisco Router Configuration
- Smart Switch Router Configuration
- SecureFast VLAN Networks
- Web Site Development
- UNIX administration
- Administering NT Networks
- PERL Development
- Advanced PERL with CGI
- Various training sessions at yearly Cabletron Seminars
- Formula training from Managed Objects Inc.
- Advanced Security Analysis with Dragon Security Command Console
- Advanced NAC (Network Access Control)

May 86 – Feb 87

Air Force Training

Teletype/Crypto

Lackland AFB / Shepherd AFB

Electronics classes geared towards repair of communications equipment. Classes included Basic Electrical Fundamentals, Advanced Electronic Fundamentals, Digital troubleshooting, MOD-40 teletype repair (mostly mechanical repair) and MOD-141 teletype repair (circuit card and component level repair). I earned some college credit from this training.

Aug 88 – May 90

University of Oklahoma

Electrical Engineering

Norman, Oklahoma

My degree program was Electrical Engineering with an emphasis on Computer Engineering. I completed approximately 50 hrs and took several programming classes. Some of the classes included Fortran, Pascal, Digital Design, and other classes including mathematics, chemistry, and physics.

Jan 91 – Dec 91

Rose State College

Electrical Engineering

Midwest City, OK

Continued education with 18 hrs of study with higher-level physics courses and Electrical Science.

Certifications

In 1995 I was certified by Novell as a Certified Network Administrator (CNA) for Novell 3.12. In 2001 I was certified first as Enterprise, Advanced Enterprise, and then Customization, which earned me the certification of SSE (Spectrum Solutions Engineer).

References and salary history available upon request.