

James Read

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Address: Camberley, Hampshire, England, UK

Date of birth: 20th August 1987

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Citizenship: British, with UK/EU Passport

A technically orientated IT professional

My technical background is broad, but also deep across a variety of fields such as cloud infrastructure, cloud platforms and software engineering. This combines well with my commercial background which is predominantly in pre-sales, primarily dealing with colleagues and partners across EMEA. From initial meet and greets, to planning and executing those plans, I enable others as a trusted technical supporter/adviser.

Experience

- **Providing support to EMEA technical and sales teams;** I've worked closely with colleagues and inside teams to enable and support them to scale into region. Implemented technical and commercial regular training webinars, feedback sessions and a structured champions program 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 a 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 actively maintain technical skills.

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 (lift & shift, rearchitecting), building modern application architectures; Continuous integration and continuous deployment (including "DevOps"), software defined data centers, 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 adviser, building networks of contacts, being respected for the approach, relationship and technology.

Experience and education in the vast majority of Red Hat's portfolio - 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.

Professional qualifications and certifications

Currently studying: Big Data Analytics, some AI, and looking at Business/Finance courses.

Existing: Amazon Web Services (AWS) Solution Architect Associate (License:8JNGVPBCCEQQ0GS) (Aug 2017), Microsoft Certified Professional (License: G073-9966), Microsoft Certified Solutions Associate: Linux on Azure (Apr 2017), Microsoft Specialist: Implementing Microsoft Azure Solutions (70-533) (Apr 2017), 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 Expertise in Deployment & Systems Administrator (Jul 2013), Certificate of Expertise in OpenStack Administration (Aug 2013), Certificate of Expertise in Server Hardening (Jan 2015).

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 (Mar 2013)

37x "Red Hat Rewards" - An internal colleague rewards system, from peers up to senior manager level.

Employment History

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

- Date:** Jun 2015 - Present
Company: Red Hat UK Ltd.
Position: Senior Solution Architect, EMEA Alliances (Certified Cloud & Service Provider Program)
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 activities 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 - escalations, updates, webinars, advice, Q&A and similar.
- Date:** Oct 2011 - Jun 2015
Company: Red Hat UK Ltd
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:** 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).
- 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.

Personal Projects & Open Source Contributions

I'm very passionate about open source development and software, as well as spending a great deal of my time writing code on my own projects and developing software outside of my day job. This has served as a good vehicle to keep my skills current, to learn new trends and to challenge myself technically.

Upsilon Project: <http://www.upsilonproject.io>.

Upsilon is a distributed, flexible and extensible monitoring system. The project was built to fulfill a personal need and curiosity, and now monitors approximately 180 systems split over 6 monitoring servers and a variety of different environments. Built with a micro-services architecture, using several different languages.

Other projects; libAllure (php Library), fmb (Flexible Message Board), and some big data/AI projects.

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://jread.com> **LinkedIn Profile:** <http://www.linkedin.com/pub/james-read/11/62/723>