

ROBERTO BORJA

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EXECUTIVE PROFILE

Offers:

- 3 years experience as IT Solutions Manager & as Technical Security Sr Manager with distributor and resellers.
- Over 9 years experience in all principal areas of IT. Verticals served: Telecomm, Banking, Gubernamental Institutions, Oil & Gas, Manufacture, Education & Health.
- Commercial & Technical Pre-Sales & Post-Sales expertise, 1st & 2nd Level for Latin America & USA.
- Expertise teaching technical security certification courses for Latin America over 5 years.
- Being able to contribute in sales cycle, helping commercial people achieving their goals and Co. revenue objectives.
- Commercial field support with Resellers and distributors.

Key Areas of Expertise:

- Market opening & growth al Latin America & Mexico with a technical & commercial contribution (NetScreen/Juniper & Fortinet). 1st year of Fortinet's activity at Latin America Region (2003-2004): 1st place on sales Vs all its Americas regions (7).
- Technical certifications instruction for distributors, resellers and end-users (over 700 people taught between 2004 and 2005 in Latin America, including Brazil). Technical certification training instructor.
- Pre-Sales & Post-Sales tech support for resellers & End-Users (1st, 2nd & 3rd Level); Sale demos & no-demo design including sizing, configuration & installation; ITSM-ITIL Certified. Experience designing & providing ITIL Solutions.
- Strategic sales from a solutions planing perspective by team-up with manufacturers & resellers to obtain the correct technical & commercial solution.

Certifications:

- IT Service Management - ITIL.
- Fortinet Certified System Engineer.
- Netscreen Certified Security Instructor.
- Certified Novell Salespeople.
- Iso9000 Internal Auditor.
- Netscreen Certified Security Associate.
- Sales Professional: Network Access Control.
- Sales Professional: Vulnerability Management.
- Sales Professional: System Security.

CAREER HISTORY

QUALISYS - EMERSYS (EQUIPMENT AND SOLUTION INTEGRATOR)

Solution and Professional Services Manager

APRIL 2006 - UP-TO-DATE

MEXICO CITY

(MANAGED SERVICES, SECURITY, COMMUNICATIONS, DOCUMENT MANAGEMENT, DATA MANAGEMENT, MULTIMEDIA, MOBILITY AND OTHERS)

- Development and operational design of company's Solutions Area by collaborating with general and commercial directors.
- Integration, improvement and development of vendors and partners for vertical products line.
- Customer Solutions, services and projects design within an ITSM-ITIL profile in areas as Managed Services, Physical and Logical Security, Communications, Storage, Servers Consolidation, Document Management & Imaging, Hand Held, RFID and Other Services.
- Establishment of vendors and partners alliances. Marketing and end-users commercial events such as: marketing materials, sales and end-user seminars.

(Independent Consultant Services & Tech Support)

(APRIL 2005 - UP-TO-DATE)

MEXICO CITY

- Design and development of Proprietary Retail ERP, based in VB.NET & SQL.
- Security solutions services, network troubleshooting, diagnosis, security network design and installations.
- Pre-Sales, Sales and Post-Sales support for Fortinet and NetScreen/Juniper Networks equipments, also technical trainings.

FORTINET, INC. (SECURITY APPLIANCE VENDOR)

Sales System Engineer Latin America

JUNE 2003-MARCH 2005

SUNNYVALE, CA. BASED MEXICO

(FIREWALL, ANTIVIRUS, INTRUSION PREVENTION, VPN, WEB FILTERING, ANTI-SPAM, TRAFFIC SHAPING, VIRTUAL DOMAINS AND OTHERS)

- Pre-Sales Technical Presentation, Support, equipment installation and configuration, sale demos, and security network design.
- Fortinet and security solutions seminars, presentations and tradeshows for End-users, resellers and VARs.
- Latin America FCSE & Advance Certification Trainings; Supervisor in courses cordination.
- Lecturer for seminars for resellers & End-Users; Commercial procedures, presentation and seminars elaboration.
- Post-Sales technical support and procedures performance.
- Partner and customer alliances.
- Sales System Engineer for distributors, resellers and customers in Latin America, including Brazil and few in USA.
- Technical coordinator for distributors & resellers; Supervisor for the elaboration of sales demos & final implementations.

INTEGRADORES EN SISTEMAS DE SEGURIDAD, S.A.DEC.V. (NETSCREEN MASTER DISTRIBUTOR FOR MEXICO, CENTRAL AMERICA AND CARIBBEAN)

Technology Director

2001- JUNE 2003

MEXICO CITY

(FIREWALL, VPN, VLANs, IDP, ENCRYPTION AND OTHERS)

- NetScreen solutions Installation, HA-NSRP, USGA and others; Sale demos and meeting presentations.
- Technical presentations and Pre-sales, Sales and Post-sales support including demo labs, network security design.
- NetScreen security technology 1st & 2nd level technical support and Professional Services (SE & CSE).
- Authorizing instructor for Training and Certification on NetScreen Security Solutions (NCSI) for Latin American, which include INSS, INSG, INHN, NASI, NMTP and NSNM; NATC Trainings.
- Technical and commercial alliances with vendors, costumers and private and public organizations. Commercial sales training for channel and VARs. Technology and security conferences and consultant.
- Vertical Served: Telecomm, IT Related, Banking, Gubernamental, Defense, Security, Education, Transportation and others.

RETO INDUSTRIAL, S.A.DEC.V. (NETWORKING AND CABLING INTEGRATOR)

Network Auditor Project Leader

1998 – 2000

MEXICO STATE

- Network analysis, auditorships and consulting.
- Network auditorships activities coordination (traffic, software, hardware and cabling).
- Communications protocols and traffic analysis with the Sniffer Network Analyzer and Sniffer Pro Network Analyzer.
- Sniffer Pro Network Analyzer and Distributed Sniffer Pro Network Analyzer installation and configuration, including training.
- Wireless Networks design and installation with WaveLan (802.11) equipment.
- Active equipment installation, configuration and change support.
- Internal support for installation, configuration and design for software, computer equipment, documents, etc.
- Customers: Aseguradora Hidalgo, Bombardier, Buró Nacional de Crédito, Celanese Mexicana, IUSA, Latinamerica On Line, NCR, PEMEX (Corporate and Akal-J Platform), Procter & Gamble, Truper Herramientas, Tupperware, Wal-Mart de México, Net-Mart de México, Reto Industrial.

Professional in evolution**1996 – 1998****MEXICO CITY**

- ISO 9000 Certification project. System analysis, elaboration of Procedures and documentation. Training and internal auditorships.
- IT technical support.
- Logistics area project for freight logistics analysis, solutions proposal, timing and moving improvements.

TECHNO-MEDIA EJECUTIVA (AUDIOVISUALS AND EXECUTIVE PRESENTATIONS DESIGN AND PRODUCTION)**Analyst and Technology****1994 – 1996****MEXICO CITY****EDUCATION**

Instituto Politecnico Nacional (IPN - ESIME) 1997-1999
 Universidad Iberoamericana (UIA) 1991-1996

MASTER ON SCIENCE IN TELECOMMUNICATIONS ENGINEERING
BACHELOR IN SCIENCE, MAJOR ELECTRONICS AND COMMUNICATIONS ENGINEERING

OTHERS

Languages: SPANISH: NATIVE; ENGLISH: 90% (READ, WRITE, FLUENT SPEAKER)
Courses: FORTINET, NETSCREEN, NOVELL, ISO9000, SNIFFER UNIVERSITY, PGP, PMC FOR WINDOWS, RADIO ELECTRIC SPECTRUMS MEASURE, WIRELESS COMMUNICATIONS AND PERSONAL COMMUNICATIONS SERVICES, ETHICAL HACKING.
Programming: VISUAL BASIC .NET, SQL, C/C++, VISUAL C++, VISUAL BASIC, HTML, JAVASCRIPT, BASICSCRIPT AND PROLOG.
Hobbies: SPORTS (TRIATHLON, SOCCER, FOOTBALL), CINEMA, IT

TRAINING COURSES

RIVERBED
 Dec-2007 **STEELHEAD APPLIANCE DEPLOYMENT & MANAGEMENT COURSE** Mexico City

McAFEE
 Oct-2007 **McAFEE ANTISPYWARE ENTERPRISE (S106 SP) SALES COURSE** Mexico City
 Oct-2007 **McAFEE FOUNDSTONE ENTERPRISE 6.0 (PS-501.03 EN) SALES COURSE** Mexico City
 Oct-2007 **McAFEE HOST INTRUSION PREVENTION 6.0 (S401.4 SP) SALES COURSE** Mexico City
 Oct-2007 **McAFEE NETWORK ACCESS CONTROL 2.5 (POLICY ENFORCER) (PS-502.02 EN) SALES COURSE** Mexico City
 Oct-2007 **McAFEE POLICY AUDITOR AND REMEDIATION MANAGER 4.5 (PS-503.02 EN) SALES COURSE** Mexico City
 Oct-2007 **McAFEE POLICY ENFORCER 1.0 (S502 SP) SALES COURSE** Mexico City
 Oct-2007 **McAFEE UNDERSTANDING McAfee HOST INTRUSION PREVENTION 7.0 (PS-401-.06 EN) SALES COURSE** Mexico City
 Sep-2007 **McAFEE VIRUSSCAN ENTERPRISE 8.0i (S101.2 SP) SALES COURSE** Mexico City
 Sep-2007 **McAFEE VIRUSSCAN ENTERPRISE 8.5i & ANTISPYWARE ENTERPRISE 8.5 (PS-101.03 EN) SALES COURSE** Mexico City
 Sep-2007 **McAFEE ePOLICY ORCHESTRATOR 3.6 (S102.1 SP) SALES COURSE** Mexico City

3COM UNIVERSITY
 Sep-2007 **TIPPINGPOINT ADVANCED TECHNICAL SECURITY PRODUCTS TRAINING COURSE** Mexico City
 Jun-2007 **TIPPINGPOINT INTRODUCTORY TECHNICAL SECURITY PRODUCTS TRAINING COURSE** Mexico City

TRIPP LITE, INC.
 May-2007 **TECHNICAL TRIPP LITE / ENERGY DEALER** Mexico City

INTELI, S.C. / EXIN
 Jun-2006 **IT SERVICE MANAGEMENT - ITIL FOUNDATION (EXIN-BSI)** Mexico City

FORTINET, INC.
 Oct-2004 **FCSE - FORTINET CERTIFIED SALES ENGINEER v2.80** Miami, FL.
 Jul-2003 **FCSE - FORTINET CERTIFIED SALES ENGINEER v2.50** Sta.Clara, CA.

NOVELL.
 Mar-2003 **CNS - CERTIFIED NOVELL SALESPERSON** Mexico City
 Mar-2003 **SIM - SECURITY IDENTITY MANAGEMENT** Mexico City

NETSCREEN TECHNOLOGY, INC.
 Feb-2003 **NSNM - NETSCREEN SECURITY NETWORK MANAGEMENT** SunnyVale, CA.
 Jan-2003 **NIDP - NETSCREEN INTRUSION DETECTION AND PREVENTION** Dallas, Tx.
 Jun-2002 **NSNM - NETSCREEN SECURITY NETWORK MANAGEMENT** London, UK.
 Jun-2002 **NMTP - NETSCREEN MANAGEMENT, TROUBLESHOOTING AND PERFORMANCE-TUNING** London, UK.
 Jun-2002 **NASI- NETSCREEN ADVANCE SECURITY IMPLEMENTATION** London, UK.
 Jun-2002 **INSS - IMPLEMENTING NETSCREEN SECURITY SOLUTIONS (TRAIN THE TRAINERS)** London, UK.
 Jul-2001 **INSG - IMPLEMENTING NETSCREEN SECURITY GATEWAYS (TRAIN THE TRAINERS)** SunnyVale, CA.
 Jul-2001 **INSS - IMPLEMENTING NETSCREEN SECURITY SOLUTIONS (TRAIN THE TRAINERS)** SunnyVale, CA.

SECURE INFORMATION TECHNOLOGIES
 Nov-2002 **ETHICAL HACKING FOR WINDOWS PLATFORMS** Mexico City

SNIFFER UNIVERSITY, NETWORK ASSOCIATES
 Apr-1999 **PGP** Mexico City
 Mar-1999 **TCP/IP NETWORK ANALYSIS AND TROUBLESHOOTING (GUI)** Mexico City
 Mar-1999 **INTERNETWORK ANALYSIS AND TROUBLESHOOTING** Mexico City
 Feb-1999 **TCP/IP NETWORK ANALYSIS AND TROUBLESHOOTING** Atlanta, GA.
 Dec-1998 **ETHERNET NETWORK ANALYSIS AND TROUBLESHOOTING** Los Angeles, CA.
 Dec-1998 **TROUBLESHOOTING WITH THE SNIFFER NETWORK ANALYZER** Los Angeles, CA.

TRAINING AND INVESTIGATION REGIONAL CENTER FOR HUMAN RECOURSES IN SCIENCE AND INFORMATION TECHNOLOGIES
 Nov-1997 **RADIO ELECTRIC SPECTRUMS MEASURE** Mexico City
 Jun-1997 **WIRELESS COMMUNICATIONS AND PERSONAL COMMUNICATIONS SERVICES** Mexico City

DPSI SOLUTIONS, INC.
 Dec-1996 **PMC FOR WINDOWS** Mexico City

QUALITEC INTERNACIONAL, S.A. DE C.V.
 Nov-1996 **ISO 9000 AUDITOR FORMATION** Mexico City