

# GAUTAM BHATIA

[REDACTED], Aurora, IL 60504 [REDACTED]

Senior sales professional with expertise in selling Cyber Security, infrastructure and application performance management solutions to C-level executives across various industries like the airlines, government, healthcare, manufacturing and medical devices. Extensive experience in accelerating sales cycles by leveraging exceptional communication skills to conduct presentations to diverse audiences and explaining complex concepts in understandable terms. Mentor and groom sales engineers on solution selling techniques.

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|------------------------|------------------------|------------------------------|
| + Technical Sales      | + Client Presentations | + Proof of Concepts          |
| + Power Messaging      | + Consulting           | + Business/IT Needs Analysis |
| + Network Architecture | + Root-Cause Analysis  | + Event Correlation          |

## TECHNICAL SKILLS

- **Cyber Security Solutions:** Cyber Deception Technology, Secure Web Gateway, Content & Malware Analysis, Cloud Access Security Broker, Web Isolation, Deep Packet Forensics & Encrypted Traffic Mgmt.
- **Infrastructure Monitoring Solutions:** Service Delivery, Manager of Managers, Network & Application Performance Management, VoIP Performance Management, Virtual Systems Management, NetFlow, Network Traffic Analysis and Deep Packet Inspection.
- **Automation and Cloud Computing:** Spectrum Automation Manager, IT Process Automation, Self-Service Reservation, P/V Server Provisioning and Application Configuration Management.

## EXPERIENCE

### Attivo Networks, Inc

*Sr. Sales Engineering Leader*, Chicago, IL

2018-Present

Pre-Sales responsibilities for selling Cyber Deception Solutions (On-prem, Cloud, Hybrid) & End-point deception & forensics solution to strategic accounts. Presentations & demos to technical and business audiences. Managing the POC process & coordinating with the extended Attivo team to prove use cases. Introduced the concept of a "Virtual POC" that resulted in accelerating the sales cycle while reducing the cost of sales. Collaborated in creating a Sales closing presentation combining technical use cases, solution value & Attivo's customer success strategy. Presentations at trade shows and conferences, for e.g., Data Connectors & Evanta.

### Symantec Corporation

*Sr. Systems Engineer*, Chicago, IL

2016-2018

Pre-Sales responsibilities for selling Cyber Security (On-prem, Cloud, Hybrid) & End-point security solutions to strategic accounts. Presentations & demos to technical and business audience for Symantec's Cyber Security portfolio including Cloud Application Security (CASB), Content & Malware Analysis, Encrypted Traffic Management, Secure Web Gateway, Web Security Service (Cloud Proxy).

### NetScout Systems

*Sr. Sales Engineer*, Chicago, IL

2010-2016

Responsible for Pre-Sales including understanding customer's business and technical requirements and positioning/selling NetScout's solutions to Fortune 500 customers.

- Accelerated sales cycles via presentations, whiteboards and demos at current and prospective customers.
- Managed POCs that highlight competitive strengths to drive sales.
- Increased cross-selling opportunities by 150% by building strong relationships with technical influencers, improving customer satisfaction and ensuring product implementation success.

### CA Technologies

*Sr. Principal*, Chicago, IL

2005-2010

Responsible for selling CA's Automation, Cloud Computing and Infrastructure Management (IM) solutions to the Fortune 500. Communicate the value of CA's solutions to current and prospective customers and drive solution selling opportunities with competitive positioning. Selected for Sales Advisory Leadership Board.

*Principal Consultant*, Minneapolis, MN

Perform pre-sales responsibilities within CA's Infrastructure Management BU focused on selling software solutions to extend the value of CA's solutions at current customers and prospects. Lead Proof of Concepts for CA's Infrastructure Management Solution Suite (Spectrum, eHealth, NetQoS).

- Improved cross BU collaboration that led to increased cross-selling opportunities by 300%.

**IT Dexterity**

2001-2005

*Managing Principal*, Minneapolis, MN

Managed technical projects focusing on Microsoft and Cisco technologies for Fortune 1000 companies. Reduced client's infrastructure management costs, MTTR and business risk & improved IT support efficiency.

- Enhanced efficiency of IT support by coaching staff on escalation procedures, project management methodologies and best practices.
- Designed and deployed Enterprise Active Directory and DNS, migrated and consolidated domains and led installation of servers, including file, print, Exchange, IIS, SQL, terminal servers, and desktops.
- Managed technology security design and audits, patch management, anti-virus, email spam, and servers.
- Reduced business risk by implementing firewalls and disaster recovery planning, evaluation, and testing.
- Secured environment by design & implementation of site-to-site VPNs using Cisco VPN concentrator.

**Aquent, Bloomington, MN**

1992-2001

*Network Services Manager*

Directed team responsible for Network Services for 31 sites in seven states in central US. Team supported sales, marketing, recruiting and staff consultants. Managed infrastructure projects and IT budget for central US.

Implemented best practices for technology management and enhanced efficiency and agility of IT staff to support the business.

- Interfaced with management across business units to determine information systems and service needs.
- Created electronics communications policy, operations manual, and service level agreements.
- Negotiated contracts with hardware/software vendors, including ADP, Cisco, Dell, HP, and Microsoft.
- Reduced OPEX of software maintenance and network support by consolidating and integrating systems.
- Increased efficiency by streamlining IT Support processes during rapid business growth.
- Trained personnel on supporting business applications and managing network infrastructure.
- Architected and designed installation of MCI Frame-Relay WAN equipment with remote dial-in.
- Managed team supporting distributed databases, desktop image rollouts and business critical applications.

*Systems Engineer*

- Analyzed business requirements and managed selection/installation of LAN/WAN hardware and software, including Cisco routers, Desktops and Windows NT servers.
- Maintained MCI frame-relay WAN for six Midwestern sites with DMZ between company network, development center and customer site.

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EDUCATION

M.B.A., Management of Information Systems, Operations 2002), University of MN, Carlson School of Management

B.A., Computer Science, Physics, 1992, Augustana College

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INDUSTRY CERTIFICATIONS

- IT Infrastructure Library Foundation Certification (ITIL)
- Cisco Certified Internetwork Expert – Voice (CCIE written)
- Certified Info Sys Security Professional (CISSP)
- Certified Ethical Hacker (CEH)

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SALES TRAINING

- Gitomer Sales Training
- Situational Sales Negotiations
- Discovery Techniques
- Value Solution Selling

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SALES AWARDS

- Most New Logos 2018
- Special Performance Incentive Target 2012
- President's Club Award 2013-14
- Quota Buster 2011

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COMMUNITY ORGANIZATIONS

- Chairman – City of Aurora's Indian American Community Outreach Advisory Board
- Aurora Implementation Advisory Committee
- Interfaith Aurora & Roots Aurora