

SPECIALTIES

14 years' experience in presales, sales and execution of professional consulting services and business development in Latin America
Strong abilities in management and technical roles of consulting projects
Strong skills in relationships with top level management (CEO,CIO, CTO,VP's), and with business and technical decision makers
Software development and architecture
People and Partners management during projects sales and delivery

EDUCATION

Engineering, Master of Science January 2001 – October 2004
Universidad Nacional de Colombia

Electronics Engineering, Bachelor of Science January 1995 – December 2000
Escuela Colombiana De Ingeniería

High School December 1994
Colegio Anglo Americano

Benchmarking in the IT organization –Fundamentals January 2011 – March 2011
Record of completion
Stanford University, USA

EXPERIENCE

Architect September 2011 –Present
Microsoft – Microsoft Consulting Services

- ✓ Architectural Consulting Services: Work with customers to align technology to their business opportunities. Identify solution system interfaces, constraints, scope, risk and value while documenting business information, application and technology aspects of approach. Assure that customer will receive a solution, not a product. Focused in Cloud Computing (public, private and hybrid models), custom development with SharePoint and .NET, business intelligence and analytics.

Skills

Management Consulting

Presales and sales of consulting projects

Internet and Web Technologies

Cloud computing

Business intelligence and analytics

Enterprise architecture

Project Management using PMI methodologies

IT architecture and strategic planning

Certifications

MCP Windows Server (various)

MCTS Microsoft .NET Framework 2.0 - Application Development Foundation

Languages

Español
English

- ✓ Presales and Deployment: Provide quality assurance over both sales opportunities and project delivery. Review technical solution approaches, lead Microsoft and partner resources.
- ✓ Technical Communities: Develop Architect talent pipeline and technical community leadership. Recruit and mentor both Consultants and Architects.
- ✓ Strategy & Evangelism: Enable the use and reuse of intellectual capital, drive best practice and architectural awareness initiatives.
- ✓ Business Strategy & Solutions: Provide technical guidance to practice management, develop business and market solutions and strategies. Align and support Microsoft product with strategy teams.

Most Relevant Projects:

- Chief Architect leading a group of 12 consultants for an engagement in charge of the integration architecture at a leading Telco company in Colombia. Because the selected product for the integration was Biztalk Server 2010, all the designs and architecture were Biztalk related. Biztalk was used as an ESB in this project (2011-2012)
- Diagnostic and recommendations of a Biztalk ESB Project for a Telco in Panamá (2012)
- Load tests, stress tests, and recommendations for a big Sharepoint project in one of Colombia's biggest Public companies (2012)
- Disaster Recovery plan definition for the SQL Server platform of an important Colombian economic group with businesses in: Education, Health, entertainment, tourism, among others (2012-2013)
- Sharepoint 2010 Enterprise Content Management design and architecture for one of Colombia's biggest Pension Funds (2013)
- Design of a Master Data Management solution for a Colombian Government agency with more than 20 million customers (2013)
- Chief architect of a custom application for Colombian Government to show information about "Sistema General de Regalías" using visual maps (Bing Maps) (2012-2013)
- Chief architect of a custom application for Colombian Government to show information about social responsibility projects using visual maps (Bing Maps) (2013-2014)
- Architect for the design and implementation of the Business Intelligence platform for one of Colombia's largest Bank (2013-2014)
- Architect for the design and migration of Project Server 2007 to Project Server 2010 for Colombia's Petroleum National Company (2013)
- Enterprise architecture focused on Business Intelligence for a government health agency in Colombia

Project Manager, Software Architect, Consultant www.advantiscg.com

September 2006 –August 2011

Advantis Management Consulting Colombia, Ecuador, Brazil, Panamá, Peru

- ✓ Project Management of large IT projects, including core banking systems implementation, enterprise architecture of multinational companies, IT architecture, software design and implementation, software selection, among others. Successfully executed projects in Colombia, Panamá, Ecuador and Brazil for leading companies in their segments, and with multi-million dollars in sales

- ✓ Sales, engagement and monitoring of consulting services
- ✓ Responsible for the consultancy team involved in projects
- ✓ Lead architect in software design. Lead developer in special projects
- ✓ Management and technical roles in IT projects

Most relevant projects include:

- Design and development of the Integration Architecture for Banco Continental in Panamá. Products involved: .NET Framework, Oracle DB, Oracle BPEL
- Design and development of the Business Intelligence solution for TowerBank in Panamá. Products involved: Microsoft SQL Server 2005 (SSIS, SSAS), Sap Business Objects
- Design and architecture for a new Business Intelligence solution for Colpatría Investment Unit in Colombia
- Design and development of a Master Data Management solution for Colpatría Investment Unit in Colombia. Products involved: .NET Framework, Microsoft SQL Server 2008, Microsoft Biztalk 2009
- Design of a Master Data Management solution for Publicaciones Semana SA using the Microsoft Stack. Project executed in Colombia
- Enterprise Architecture for the Multinational media company Publicar SA. Project executed in Colombia and Brazil
- Enterprise Architecture for DANE, Colombia's Government Statistical Company. Project executed in Colombia
- Project Manager in the design and development of a new solution to automate the registry, management, and delivery of scholarships in Colfuturo, one of Colombia's biggest nonprofit organization supporting students to study abroad. Products involved: Oracle Java, Red Hat JBoss and Microsoft SQL Server 2005
- Project Manager in the diagnostic of Tata's Financial Services Core Banking System implementation in Banco Pichincha of Ecuador. Project executed in Ecuador
- IT Architect for all 29 companies of Ecuador's Pichincha Group. Project executed in Ecuador, Peru, Colombia and Panamá
- Project Manager and Architect in the IT disaster recovery strategy for Subocol SA, a vehicle spare parts buyer, acting as intermediary for Colombia's biggest insurance companies. Products involved: Amazon Web Services, Oracle e-Business Suite and Oracle DB. Project executed in Colombia, Venezuela and Ecuador
- Project Manager in the definition of the IT Strategy for Subocol SA. Project executed in Colombia

Technical Marketing, Early Adoption programs and platform advocate (Contractor)

May 2003 – November 2004. Jun 2006-September 2006

Microsoft Bogotá, Colombia

Technical planning and execution of sales and marketing campaigns with private and public companies

Execution of early adoption programs created to introduce Windows Server 2003, Exchange 2003 and Office 2003 to different segments

In 2006 I was contacted by the Microsoft platform evangelism manager to help him create a program for the developer community in the Andean region of Latin America. I worked for 4 months creating the program. The focus of the program was the evangelism of the .NET Framework

Senior Lecturer August 2001 – December 2006
Escuela Colombiana de Ingeniería Bogotá, Colombia

Software Engineering professor
Introduction to Electronics Engineering professor
Computer Vision Systems professor
Multiple thesis director for undergraduate degrees

Consultant June 2001 – August 2006
SYS Tecnologías Integradas LTDA Bogotá, Colombia

Execution of consulting services for enterprises wanting a presence on the Web, when Internet in Colombia was not deeply known. Successful execution of multiple web sites development.

Creation of Web 2.0 advertised oriented websites :

- <http://www.solotutoriales.com>: Education
- <http://www.programar.net>: Technology and programming evangelism for the Microsoft Developer Community
- <http://www.sitiochistes.com>: Entertainment

The web sites are still online and functional