

# Kevin L. Marshall

## Converged Network Solutions Architect

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703 Galloway Drive  
Johnson City, TN 37601  
Tel: (423) 283-4310  
Email: k\_l\_marshall@yahoo.com

### Personal Summary

With over a decade's worth of experience working with Fortune 500 companies, I have obtained a thorough working knowledge of operating systems, applications, networking technologies, and corporate compliance issues that has been utilized to win business and solve real business issues through innovative technology deployments. Upper management has consistently defined my work ethics and output as exceeding operating objectives and, within the teams and organizations I have participated, I have been ranked as a top contributor. I have a proven track record of being about to quickly adapt to new products, technologies, and solutions with a minimum learning curve and have a strong ability to map complex technologies to simplified business solutions for executive engagements. Not only do I have a deep technical knowledge combined with hands on implementation and design experience, but I can also train and present the information in an informative and easy to understand manner. My training and expertise have contributed to my ability to lead by example, focus on the overall goals of the company, and continually execute on a strategy to meet and exceed those goals.

### Employment History

#### **Enterprise Solutions Engineering, Nortel Networks Ltd.**

2005 – Present

*Johnson City, TN*

Global subject matter expert in the Enterprise CTO Office focusing on mobility, networking, business applications and reduction of TCO while simultaneously improving end-user productivity:

- Author technical solution guides that define system architectures, best practice implementation recommendations, and configuration examples for numerous portfolios including Wireless technologies, Optical and Ethernet networking, and Corporate Security and Compliance.
- Provide global engineering and solution development support to the sales organization, customers and channel partners for the areas of expertise to drive revenue.
- Perform knowledge sharing by creating product knowledge transfers, technical workshops and actively participating in virtual teams and corporate-wide information sharing mediums.
- Interface with product management, engineering teams and OEM partners providing feedback, recommendations and feature requests to ensure product direction is in line with field and customer requirements.
- Participate in Nortel Enterprise Technology Forum (NETF) and Distributor Alliance Council (DAC) events by developing and presenting content and workshops as well as architecting and supporting the event infrastructure.

#### **Regional Solutions Architect, Nortel Networks Ltd.**

2002 – 2005

*Knoxville, TN*

Regional subject matter expert for the Southeast region supporting 130+ Sales Engineers focusing on specific portfolios including Ethernet Switching, Optical and Wireless LAN:

- Awarded Circle of Excellence in 2004 in recognition of outstanding sales achievements.
- Provided engineering and solutions support to regional account teams to promote incremental revenue in Optical, Ethernet, WAN routing, voice, and security focused segments of our business.
- Engaged in critical sales opportunities by delivering technology briefings, solution overviews and product demonstrations to both technical and business decision makers.
- Identified product gaps and communicate customer's requirements into the product organization while providing regular product updates into the sales organization.
- Maintained a high level of product knowledge and hands on experience for technologies from Nortel and key competitors.

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### Sales Engineer, Nortel Network Ltd.

1999 – 2002

*Knoxville, TN*

Sales Engineer provided pre-sales support for direct accounts and partners throughout Tennessee and Kentucky:

- Awarded Circle of Excellence in 2002 in recognition of outstanding sales achievement.
- Built and maintained relationships in direct accounts and channel partners with technical decision makers, influencers and Sr. management.
- Provided pre-sales support to account managers and channel partners to develop incremental voice, data sales revenue.
- Composed technical designs, including analysis, configuration, and pricing that met complex customer requirements and helped solve customer business or technology problems.
- Prepared and delivered presentations, demonstrations, evaluations and pilots for channel partners and direct accounts.

### Systems Engineer, Tele-Optics, Inc.

1994 – 1999

*Kingsport, TN*

Systems Engineer responsible for quoting, designing, installing, troubleshooting and maintaining Local Area and Wide Area Networks throughout Tennessee and Virginia:

- Provided project management involving system design, installation and planning for Internet backbone and associated back-end infrastructure for the Tele-Optics / MountaiNet Internet partnership.
- Installed, designed, and supported Local Area and Wide Area Network solutions for customers throughout Tennessee and Virginia utilizing best of breed technologies including routing, switching, firewalls, servers and workstations.

### Industry Certifications

- Nortel Certified Design Expert
- Nortel Certified Design Specialist
- Nortel Certified Support Specialist
- Nortel Certified Account Specialist
- Nortel Certified Router Support Specialist
- Novell Netware 4.0 Administrator

### Technology and Protocol Experience

- 10/100/1000/10000 Ethernet
- 802.11a/b/g/n Wireless LAN
- 802.1X (various EAP methods)
- ATM / FDDI / Frame-Relay / ISDN / PPP / Token-Ring
- CWDM / DWDM / SONET
- Directory Services (Active Directory / LDAP)
- IP (TCP / UDP) / VRRP
- IP Multicast (IGMP / DVMRP)
- Network Access Protection / Nortel Secure Network Access
- QoS (802.1p / DSCP / WMM / SVP)
- RADIUS / TACACS AAA
- RIPv1 / RIPv2 / OSPF / BGP-4
- SLT / SMLT / RSMLT
- Virtual Private Networking (IPSec / SSL)
- Voice over IP (Unistim / SIP)

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### Product Experience

#### AirDefense Inc.

- AirDefense Enterprise
- AirDefense Personal
- AirDefense Mobile

#### Airspace Inc. (Now Cisco)

- 4100 Controllers / 1250 Access Points

#### 3Com Corporation

- CoreBuilder & SSII Switches
- NetBuilder Routers

#### Cisco Systems

- 7000 / 4000 / 3000 / 2000 / 1000 Series Routers
- Aironet 1200 / 1100 / 350 Series Access Points
- Catalyst 6500 / 5500 / 3700 / 3500 / 2900 Series Switches
- Cisco Secure Access Control Server

#### Ekahau Inc.

- Real Time Location Server
- Site Survey
- Tracker
- T201 / T301 Series Tags

#### Juniper Networks Inc.

- Steel-Belted RADIUS
- Odyssey

#### Newbury Networks

- Location Appliance

#### Nortel Networks Ltd.

- Application Switches (Alteon)
- BayRS (All models and versions)
- Optical (OM5200 / OM 3000 Series)
- Security (NSNA / Secure Router / Threat Protection System / VPN Gateway / VPN Router)
- Switches (All models and versions)
- Wireless LAN (2200 Series / 2300 Series)
- Voice (BCM / CS1000 / CallPilot)

#### Meetinghouse Network Access Security Inc.

- AEGIS Server

#### Mediatrix Telecom

- 1100 / 1200 Series Analog Gateways

#### Polycom Inc.

- NetLink e340 / h340 / i640 / 8000 Handsets
- SVP Server

#### Trapeze Networks

- MX-2 / MX-8 / MX-200 / MX-400 Controllers
- MP-372 / MP-422 Access Points

### Operating System and Application Experience

- AutoCAD Release 12 / 13 / 14 / 2000 / 2004
- Asterisk IP PBX
- Linux (multiple distributions)
- Microsoft Internet Authentication Server (IAS)
- Microsoft Live Communication Server 2005
- Microsoft Office 95 / XP / 2000 / 2003 / 2007
- Microsoft Office Communication Server 2007
- Microsoft Network Policy Server (NPS)
- Microsoft Network Load Balancing (NLB)
- Microsoft Exchange 2007 Unified Messaging Server
- Microsoft Visio 2000 / 2003 / 2007
- Microsoft Windows 95 / 2000 / XP / Vista
- Microsoft Windows Server 2000 / 2003 / 2008
- NetIQ Chariot / Qcheck
- VMWare Server
- Wireshark
- WildPackets Omnippeek

### Education

#### St John's School & Community College Marlborough Wiltshire England

1992

- General Certificate of Secondary Education awarded for Design and Technology, English, Geography, Mathematics and Science.

### References Available Upon Request