

Ruben Gomez

Senior Systems Engineer



Facebook



LinkedIn

Experienced and passionate IT Professional, interested in engineering or consulting positions focused on Enterprise, client and datacenter-based solutions, Virtualization, High Performance Computing and ERP/CRM system engagements.

📍 Mexico City Mexico



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rubengomez

EXPERIENCES

Client Computer Group Technical Sales Specialist - Enterprise Client



Intel - Since May 2022

- ▶ Technical sales lead aligned to the Business Unit Sales head, focus on Enterprise solutions with the Intel vPro platform
- ▶ Responsible for advising and influencing end user customers, ISVs, OEMs, partners and scale engines.
- ▶ Responsible for understanding the business use case and technical merits of a solution and co-owning relationships with customer/partner decision makers to influence the customers purchasing decision.
- ▶ Responsible for driving new business and the adoption, sales, and deployment of Intel client solutions, including the vPro Platform enablement across the Latin America Region.
- ▶ Providing demos and driving POCs/Pilots for Remote Manageability, Security and Performance.

Client Computer Group Technical Sales Specialist - Collaboration



Intel - February 2020 to April 2022

- ▶ Technical sales lead aligned to the Business Unit Sales head, focus on Collaboration with the Intel Unite Solution
- ▶ Advising and influencing end user customers, ISVs, OEMs, partners and scale engines.
- ▶ Understanding the business use case and technical merits of collaboration scenarios and co-owning relationships with customer/partner decision makers to influence the customers purchasing decision.
- ▶ Engage with all audiences to accelerate adoption of Intel based platforms and document gaps/provide feedback to solution stakeholders including: solution architects, vertical/horizontal business leaders and partners, OEMs, system integrators, solution integrators, solution providers, and ISVs/service providers.
- ▶ Provides demos and driving POCs/Pilots and building a relationship with the customers' CIO/CTO/CISO, understand their needs and winning formula, and influence their direction to achieve their goals.
- ▶ Evangelizing, winning and building a revenue pipeline by offering unified, cohesive collaboration use cases based on the Intel Unite solution and partner-led products and services.

Client Computer Group Business Unit Sales Specialist



Intel - January 2018 to January 2020

- ▶ Client Computer Group in-country lead and business enabler.
- ▶ Responsible to drive focused platform and ecosystem sales plans, provide accountability and alignment between Client Business Unit and country, and enable Client group's sales staff working cross segment to grow revenue, deliver business imperatives. In-Country Go-to Client product and platform expert. As well as disseminate and collaborate on Client group's Business Unit Sales' goals & deliverables and utilize the product expertise/business acumen to serve in a support role in driving country's billings and consumption.

Technical Marketing Engineer



Intel - October 2011 to December 2017 - Mexico City - Mexico

- ▶ Channel development and technical influencer supporting 15 Top regional accounts in 7 Latin America countries focusing on Intel technology adoption as a trusted advisor for Server and Client platforms for design-win and solution integration by providing reliable consulting achieving Time-to-Market expectations.
- ▶ Responsible for technically enabling 20+ platform solutions, including Client, Datacenter, Mobile client devices and IoT solutions for a revenue of \$10M USD.

Pre-Sales Systems Engineer

Commvault Systems - June 2008 to October 2011 - Mexico City - Mexico



- ▶ Technology Evangelist and market development, Proof-of-Concept (POC) analysis, preparation and execution for 25+ project engagements deployed in major verticals (Financial, Telco, Government, Healthcare).
- ▶ Engaged in Enterprise Software Sales cycle of 30+ opportunities, by generating and maintaining customer relationships as a Trusted Advisor and technology influencer, with a revenue of \$20M USD.

Pre-Sales Solutions Architect

Hewlett-Packard - May 2006 to May 2008 - Mexico City - Mexico



- ▶ Deployed complex Datacenter solution analysis and design, including Heterogeneous solutions integration for deployment.
- ▶ Performed project management for VMware Capacity Planner assessments and implementations.

SAP R/3 ERP Consultant

TEQ Riverland Americas - February 1999 to April 2006 - Houston - United States - Texas

- ▶ SAP R/3 Basis consultant, lead consultant on implementation and customization of 25+ Enterprise projects across 5 Latin American countries, accounting for a revenue of \$40M USD, across major verticals (Financial, Telco, Government, Healthcare, Manufacturing, Transportation)
- ▶ Technical lead engineer for HP virtualization strategy for Adaptive Enterprise managing virtualization platforms like VMware, and MS Virtual Server.

SKILLS

Languages

- ▶ Spanish 100% Fluent
- ▶ English 100% Fluent

Certifications

- ▶ VMware Technical Sales Professional (VTSP)
- ▶ Microsoft Certified Technology Specialist (MCTS)
- ▶ Microsoft Certified IT Professional (MCITP)

Technical Know-How

- ▶ Client + Enterprise Solutions (HW + SW) ★★★★★
- ▶ SAP R/3 ERP (Planning, Implementation, Deployment, Go-Live) ★★★★★
- ▶ Virtualization ★★★★★
- ▶ Operating Systems ★★★★★
- ▶ Database Management ★★★★★

IT consulting and project management

- ▶ Enterprise solutions sizing, planning, installation, configuration, management and deployment
- ▶ End-to-end technical support (Design-Win, Pre-Sales + Post-Sales)
- ▶ Team player + leadership skills
- ▶ Communication Skills (Verbal + Written)
- ▶ Resource planning and execution

Pre-Sales Engineering

- ▶ Enterprise solution sizing + engaging + quoting
- ▶ Engage role as trusted advisor in RFPs and RFQs.
- ▶ Develop valuable and in-depth channel partners and customer training programs

- Customer relationship management

EDUCATION

Bachelor of Science in Computer Science (BSCS) / Minor in Information Systems.

UNIVERSIDAD IBEROAMERICANA

January 1992 to December 1996

The BS in CS degree is offered by the College of Engineering and Applied Science and is meant for students who identify as engineers. Engineers will apply scientific principles to solve real-world, practical problems with the aid of methodology and technology.