

Scott P. Hunter

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Online CV and resume at www.scotthunter.info and <http://www.linkedin.com/profileviewProfile=&key=3519714>

Senior IT Professional

Summary

Objective/Summary - To drive Enterprise-level solution sales by helping customers incorporate new technologies into their businesses at an industry-leading pace that gives them a strategic business advantage.

History of exceeding goals: Detail-oriented and focused on revenue performance and the things that ensure it. Always exceeded personal and group revenue quotas while being on or under budget.

Experienced in Complex Consultative & Solution Sales:

- Demonstrated success in working with customers to understand their business needs and then developing the strategies and programs with them to lead technology change - while mitigating upgrade, replacement, and maintenance risks.
- Excellent ability to communicate and sell these strategies and mobilize cross-functional teams in driving through to closing and execution.
- Experienced in selling complex solutions that include software, hardware, and services. Well-practiced in executing sales motions in close coordination with partners to successfully sell a solution.

Trusted Advisor: Experienced at developing high-level relationships with customers at the CxO level and their staff, leading to being sought out for advice as a 'Trusted-Advisor'.

Specialties:

High-technology Computer systems, to include software and hardware at all levels. Extensive experience in enterprise-class system architecture, integration, performance and tuning, maintenance, and operations. I have always been involved in customer facing roles that involved making or facilitating the sale of these multi-million dollar systems.

Experience

Country Manager - U.S., HPC Professional Services

Linux Networx

(Privately Held; 51-200 employees; Computer Hardware industry)

July 2007 – Present (8 months)

Currently responsible for building an outbound High-Performance Computing (HPC) professional services business for Linux Networx. This consultancy will be available directly to Linux Networx customers, IBM Global Parallel File System (GPFS) customers, and through Linux Networx software application providers.

Director, Information & Data Management

Pragmatek Consulting Group

(Privately Held; 51-200 employees; Information Technology and Services industry)

September 2006 – June 2007 (11 months)

- Service offering creation and development
 - Identification of viable consulting services for CoE
 - CoE research leadership & white paper development
 - Management of CoE intellectual capital
- Sales and marketing management
 - Development of CoE marketing plan
 - Creation of sales & marketing collateral
 - Development & promotion of CoE educational programs
- Human capital management
 - Identification, development & management of core CoE subject matter consultants
 - Creation and promotion of “learning environment” within COE and company
- Financial management
 - CoE budget development & management
 - Sales pipeline forecast management
- Sales & revenue responsibilities
 - Support Account Executives in qualification of leads/prospects
 - Pre-sales consulting support
 - Proposal/quote development and delivery
 - Active client portfolio management and development

Managing Director

Birman Interests, L.L.C.

(Privately Held; 1-10 employees; Management Consulting industry)

June 2005 – August 2006 (1 year 3 months)

Responsible for providing consulting services in the areas of management, system architecture, software & hardware development, partner development, and sales management with a focus on moving product sales into the 'early majority' phase by gaining Marquis accounts, and making them referencable.

President, Portal & Broadband Division

Convergent Media Systems

(Privately Held; 201-500 employees; Information Technology and Services industry)

2000 – 2005 (5 years)

Responsible for all aspects of moving a \$65M Business TeleVision (BTV) systems company into IP delivered e-learning and video markets. Managed activities include the development of the business model, business development, partnerships, platform architecture, software design, and fielding. Initial work focused on developing a revenue model for the transition of the business and a go-to-market strategy, pitching the plan to investors and partners and then involving them in co-development, marketing and sales. Co-development partners included Cisco, IBM, Sony, and Wyse. Developed a video-centric enterprise digital media platform using leading-edge technologies for media creation, management, and distribution for high-bandwidth e-learning, corporate communications, and digital signage. Also filled the role of CTO and chief architect as well, as the first non-BTV officer in the company.

Senior Director

Oracle

(Public Company; 10,001 or more employees; ORCL; Computer Software industry)

1995 – 2000 (5 years)

Responsible for the sales and marketing of Oracle's parallel technologies running on new computer architectures; e.g. Clusters, Grids, and Massively Parallel Processing (MPP) machines - leading-edge systems used to tackle the most difficult IT problems. Activities managed included business development, sales, sales consulting, partner relationships, benchmarks and project management. Founded Oracle's Enterprise Technology Center (ETC) and enlisted over \$12M of partner contributed equipment and software to help showcase product and prove-out customer implementations using Oracle's and partners' applications. P&L had a compound annual growth rate (CAGR) of 40% with revenue of \$178M in the last FY. Commissioned.

Director of Product Management

Oracle

(Public Company; 10,001 or more employees; ORCL; Computer Software industry)

1994 – 1995 (1 year)

Responsible for Massively Parallel Processing (MPP) product management. Functions managed included product development, marketing, performance analysis, product testing, documentation, beta field support, and computer system support. Interactions required at CxO level to develop MPP capabilities in worldwide regional sales, support, and consulting organizations. Personally responsible for strategic planning and interaction with development, customers, and system vendors to define product direction and marketing. Major focus was enabling Oracle and Data Warehousing and Business Intelligence (DW/BI) applications on parallel systems. Product and marketing efforts included business plans, product requirements, marketing plans and programs, collateral, support and sales training. Commissioned.

Principal Systems Engineer

Oracle

(Public Company; 10,001 or more employees; ORCL; Computer Software industry)

1991 – 1994 (3 years)

First field person for Oracle's Massively Parallel Systems (MPP) Development group. Responsibilities included all MPP pre-sales activities, hardware and software installation, training, post-sales support, and project management for customer's participating in the MPP 'Early Adopters' program. Activities required interaction at the CxO-level at prospective clients and within Oracle. Applications and Systems engineered, installed, and maintained were typified by thousands of networked connected clients, servers with MPP's, Symmetric Multi-Processors (SMP's), grids or clusters of 32 plus CPU's and hundreds of Terabytes of disk.

Senior Sales Consultant

Oracle

(Public Company; 5001-10,000 employees; ORCL; Computer Software industry)

1991 – 1991 (less than a year)

Senior Oracle technical resource for benchmark activity in Southeast region. Personally responsible for all Fortune 500 benchmark activity - testing and troubleshooting applications, RDBMS, target hardware and O/S performance bottlenecks at vendor's manufacturing and design facilities. Worked directly with Oracle's and vendor's development teams to resolve issues on very large SMP clusters and MPP machines, e.g. Sun, IBM, Sequent, Pyramid for USAir, Federal Express, Equifax, Coca-Cola, etc. Developed parallel query and load RDBMS processes for an Equifax benchmark that improved performance 1,000 fold. Reassigned to development by Larry Ellison. Commissioned.

Senior Sales Consulting Manager

Oracle

(Public Company; 5001-10,000 employees; ORCL; Computer Software industry)

1988 – 1991 (3 years)

Manager of pre-sales technical support for Oracle-Federal sales in the 15 state region of the Southern and Central U.S. Activities included the presentation and demonstration of Oracle products, installation and configuration of the RDBMS, technical and maintenance support of trials, coding of customer prototypes, coding and running of benchmarks, and the integration of Oracle products and customer applications on heterogeneous platforms in LAN/WAN environments. Group focused on secure operating systems, high-availability clusters, and Very Large Databases (VLDB). Commissioned.

Director of Customer Service

Chromatics

(Privately Held; 201-500 employees; Computer Hardware industry)

1987 – 1988 (1 year)

Profit & Loss responsibility for computer graphics terminal and workstation products software maintenance, hardware maintenance, training, field operations, and after-market service programs. Commissioned.

Senior Applications Engineering Manager

Chromatics

(Privately Held; 51-200 employees; Computer Hardware industry)

1987 – 1987 (less than a year)

Manager of Western Region pre-sales engineers for a high-performance graphics workstation manufacturer. Duties included direct sales support for the Western Region, technical presentations for new products to Fortune 100 accounts, OEM/VAR graphics subsystem design, and coding of demos and benchmarks as required. Commissioned.

Senior Hardware Engineer

ESCA

(Public Company; 201-500 employees; Computer Hardware industry)

1985 – 1987 (2 years)

Engineer responsible for developing the company's next generation of networked multi-CRT control consoles using "state-of-the-art" graphics technology. Support to the effort involved subsystem design and specification; vendor evaluation; selection and evaluation of hardware; integration of engineering prototypes; presentation of new console subsystem designs to customers, and in-house and trade show demo support.

Senior Hardware Engineer

Evans & Sutherland

(Public Company; 1001-5000 employees; ESCC; Computer Hardware industry)

1983 – 1985 (2 years)

Project Engineer responsible for the hardware development and production of a computer-graphics based planetarium projection system - DIGISTAR; system architecture, design and specifications; established and maintained hardware development schedule; supervised 20 hardware development engineers and project team personnel.

Systems Engineer

Evans & Sutherland

(Public Company; 1001-5000 employees; ESCC; Computer Hardware industry)

1981 – 1983 (2 years)

Overall responsibilities for hardware and software development and integration for large interactive graphics OEM accounts, e.g. McDonnell Douglas, Ford, GM, Toyota, Boeing, etc. Duties included: analysis of customer requirements and preparation of hardware/software development plan and schedule; preparation of detailed hardware/software specifications and test conditions; writing, debugging, and integrating software as required, and completing the on-site Customer Acceptance Tests (CAT) and delivery.

Test Supervisor

Evans & Sutherland

(Public Company; 1001-5000 employees; ESCC; Computer Hardware industry)

1979 – 1981 (2 years)

Supervisor of Interactive Graphics System Test. Supervised and trained electronic technicians responsible for trouble-shooting and repairing complex digital graphics circuits to the component-level from assembly test through Factory Acceptance Tests (FAT); developed product test plans and personnel and equipment requirements; maintained the area production schedule; provided troubleshooting support to technicians on difficult problems.

Education:

University of Utah

BSEE, MS, Electrical Engineering & Physical Chemistry, 1972 – 1978

Worked on Faculty and Staff throughout the period.

Spent two years running the test and calibration lab for the College of Engineering

Spent two years as a reasearch assistant in the Department of Chemistry for Dr. C. H. Wang

Spent two years as a research assistant in the Department of Meteorology for DR. Kou Nan Liou in collaboration with Dr. Wang.

Participated in NSF financed reasearch and published with aforementioned scientists

Military:

25+ Years of enlisted and Officer assignments in the USAF/USA on active duty, Reserves, and National Guard assignments.

TS clearance with extensive overseas travel with special ops and Joint-command experience.

Activities and Societies:

Institute of Electrical and Electronic Engineers (IEEE)

Association for Computing Machinery (ACM)

The International Society for Optical Engineering or (SPIE - Society of Photo-optical & Instrumentation Engineers)

The Laser Institute of America (LIA) Reserve Officer Association

USCG licensed Captain to 100 tons

Advanced Open Water Diver (PADI)

Private Pilot

Recommendations For Scott:

Senior Director

Oracle

“Scott is a brilliant and inspirational manager. Without his leadership, our organization could never have exceeded Oracle’s revenue targets. Additionally, Scott empowered our entire team to excel in our expertise which has lead us all to endless successes – both professionally and individually.” November 2,

2006

Kathy Martinez Connell, Senior Marketing Manager, Americas Server Sales, Oracle Corporation reported to Scott at Oracle

“Scott is extremely intelligent, driven, and organized. It was my pleasure to work for Scott in the Enterprise Parallel Sytems group. Scott is an excellent manager and a pleasure to work for. As an organization we consistently exceeded our objectives and obtained our Club eligibilities under his direction.” July 6, 2006

Ronald Blessing, Director Business Development, American Technology Corp. reported to Scott at Oracle