Neville Aga

4028 Sam Gordon Dr, Norman, OK 73072 ❖ (405) 412-4685
neville@agafamily.com

QUALIFICATIONS

Technology and Sales professional (CCIE #31159) possessing a good mix of organizational, leadership, sales, technical and customer service skills. I listen to customers' needs and interact in a way that both draws out their business goals and teaches them how to establish a target state architecture for the immediate needs and their future success. I am well versed in account planning as well as design and engineering. Hard work, constant learning, meeting new people and enhancing skills is a way of life. I'm seeking a position that allows me to use my skills in programming/application development/scripting, leverages my other passion in interacting with customers and technically closing competitive team sales, and provides the opportunity to work with great people.

PROFESSIONAL EXPERIENCE

CISCO SYSTEMS INC.   2008-present
Norman, OK

Cisco Systems, Inc. engages in the manufacture and sale of networking and communication products worldwide. The company provides products for transporting data, voice, and video within buildings and across campuses.

Consulting Systems Engineer / Solutions Architect
> *Accounts: University of Oklahoma, OU Medicine, Oklahoma State University, State of Oklahoma, EMSA, University of Central Oklahoma, Moore Public Schools, Tulsa Public Schools, City of Tulsa, City of Oklahoma City, Mid-Del School District, and many other accounts*

- Pre-Sales engineering responsible for building a trusted advisor relationship
- Manage multiple diverse opportunities with the customer while working with Cisco's business units to prioritize hardware and software features to meet customer needs.
- Subject Matter Expert in Routing/Switching, Data Center Technologies, Unified Computing Systems, Unified Communications, Service Provider Metropolitan Area Networks (MAN) & Network Management.
- I have been successful in architectural selling and displacing incumbent vendors.
- Recognized as Sales Champion (top 10% of global sales force) 2022 and 2014

CheckinSooner.com   2007-2008
Norman, OK

Checkinsoooner.com was a business-oriented website for frequent travelers on Southwest airlines that had over 2,000 paid subscribers. CheckinSooner.com was recognized by Money Magazine, MSNBC, and others for its role in filling a niche in the business travel industry.

Founder and CEO
- Created app and website from the ground up based on personal needs
- Sold app subscriptions to people with a similar need.
- Grew business to 2,000 users before being shut down in litigation.

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McAfee Security   2003-2008
Dallas, TX

McAfee is one of the world's largest cybersecurity manufacturers with products for antivirus, endpoint and network protection, and data loss prevention

Channel Engineering Program Manager / Major Accounts Architect
Accounts: Tech Data, Ingram, Accuvant, Fishnet Security, Cerner Healthcare, Anadarko Petroleum, USAA Insurance, Spirit AeroSystems, Devon Energy, MidFirst Bank

- Responsible for SE enablement of 70 signed IPS partners throughout the US and Canada.
- Ensured VARs receive proper training and development leading to certification.
- Developed and closed large Kansas City healthcare account (Cerner) in Q306, $3 million of IntruShield.

US Air Force   1993-2000
Oklahoma City, OK and Montgomery, AL

Systems Telecommunications Engineer Manager
Team Lead / GS-14 USAF employee. Led 7-person team assigned to accomplish architecture and planning for US Transportation Command and US Intelligence Community. Project Management responsibility for integration of mission-specific LANs into homogeneous base LAN and system. Clearance held: TS/SCI, SSBI.

EDUCATION/PROFFESSIONAL DEVELOPMENT

The University of Oklahoma   Oklahoma City, OK
Professional MBA (Class of 2020) amd Masters of Science, Electrical Engineering (1995)   *2020,1995*

Air Command and Staff College, Air University   Montgomery, AL
Masters of Operational Arts and Sciences   *1999*

Auburn University   Auburn, AL
Bachelor of Science – Electrical Engineering   *1992*

Cisco Certified Internetworking Expert (CCIE #31159) – since 2010
Cisco DevNet Professional
VMware Certified Professional

Computer languages: Proficient in Perl, python, php on Debian Linux.

ADDITIONAL EXPERIENCE AND INTERESTS

- OKC Memorial marathon 2014 - 2019
- Own and operate PlayoffPredictor.com and PlayoffPredictor iOS app store app