

# Brian J. Armknecht

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## EXPERIENCE

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### **Sungard Availability Services**

Chicago, IL

*Solutions Architect*

October 2013 – Present

- Responsible for pre-sales IT solutions architecture for enterprise customers with complex IT environments that include cloud computing, managed hosting, security, and disaster recovery
- Helps guide C-level leadership teams in crafting corporate IT strategies to efficiently achieve business outcomes
- Experienced at developing solutions for hybrid IT environments that require integration of legacy physical systems with newer virtualized and cloud environments

### **Verizon Terremark**

Chicago, IL

*IT Solutions Architect*

January 2011 – September 2013

- Offered pre-sales consultative IT architecture and engineering to Fortune 500 companies with global reach
- Created custom managed hosting solutions using both physical and cloud environments to address customers' business objectives while remaining within budget constraints
- Authored technical presentations for customers on topics including managed hosting, cloud computing, virtualization, storage, and backups
- Delivered complex multi-tower solutions by partnering with Verizon's Security Solutions, VoIP, Network Engineering, and Professional Services organizations
- Developed detailed customer data center configuration diagrams

### **Verizon Business**

Chicago, IL

*Solutions Engineer*

July 2007 – December 2010

- Provided sales engineering support to over 50 national and multinational accounts
- Designed voice and data communications networks using MPLS, sip trunking, and Ethernet technologies
- Developed and presented telecommunications, security, and information technology solutions to customers
- Acted as technical resource for Sales Account Managers and team members

*Senior Planning Engineer*

September 2000 – June 2007

- Developed and maintained databases to track network capacity, projects timelines, and budgets
- Analyzed and forecasted traffic demands on Verizon's SONET, DWDM, and Ethernet networks to plan for network expansions
- Developed strategic guidelines to standardize Verizon Business' local network planning and equipment selection
- Created network optimization plans based on analysis of network inefficiencies
- Approved capital funding for network expansion projects using Net Present Value cost and revenue analysis to determine financial feasibility

### **WorldCom (now Verizon Business)**

Vienna, VA

*Senior Implementation Engineer*

March 2000 – September 2000

- Supervised team of six engineers. Assigned and reviewed their projects and managed deadlines
- Met with networking equipment vendors to gather data for internal technology recommendations
- Selected equipment vendor for network expansion projects based on engineering and budgeting requirements
- Interviewed, hired, and trained new engineers

Vienna, VA

*Implementation Engineer*

October 1998 – March 2000

- Met with customers to identify their project specifications and bandwidth needs
- Designed fiber optic systems to meet customer needs within power, space, and fiber loss constraints

**MFS Network Technologies**

*Systems Engineer*

Vienna, VA

June 1997 - October 1998

- Surveyed customer sites to determine feasibility of equipment installations
- Authored telecom installation specifications
- Generated AutoCAD drawings of equipment racks

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**EDUCATION**

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**Northwestern University**

Evanston, IL

M.S. in Information Technology, June 2006

*Courses included in this program:*

- Communications Networks
- Wireless Technologies
- Strategic Marketing
- Managing Technology Development and Innovation
- Financial Management for IT Professionals
- Enterprise Application Integration
- Information Security and Assurance
- Probability and Statistical Methods
- Database, Information and Decision Support Systems

**Bradley University**

Peoria, IL

B.S. in Electrical Engineering, May 1997

Study abroad in Russian language and history, Samara State Aerospace University, summer 1994