

JEFF HAYDEL

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QUALIFICATIONS PROFILE

Solutions-oriented **Network Engineer and Wireless Networking Professional** with notable success managing and performing a broad range of corporate IT initiatives while participating in pre-sales customer needs analysis, account strategy, network planning and implementation, as well as troubleshooting of IT security solutions directly supporting customer business and technical needs.

- An accomplished career of increasing responsibilities in secure network design and administration, project management, technical support and systems analysis / development.
- Experience leading all stages of system development efforts, including requirements definition, pre-sales, design, architecture, testing and support.
- High level of technical proficiency, with strong acuity for promptly mastering new technologies and adapting to existing infrastructures, producing results immediately upon hire.
- Possesses strong multi-tasking and organizational abilities, ensuring timely and budget-conscious delivery of final solutions.
- Extensive experience in specification and deployment of both autonomous and lightweight wireless networks as well as wireless management gear.

*Pre-Sales Engineering / **CCNP** / **CCNP-W** / **BCNP** / **CWSP** / Routing and Switching
Wireless Networking / Network Design & Administration / Industrial Ethernet*

TECHNICAL PROFICIENCIES

Platforms:	UNIX (Solaris, IRIX), Linux, Windows 7/XP/98/95/NT/2000, DOS
Networking:	TCP/IP, DHCP, OSPF, BGP, PIM, IGMP, SNMP, OPC, Industrial Ethernet, VPN, firewalls, Radius, TACACS, BIND, syslog, WiSM, WLC, autonomous and lightweight wireless, wireless bridges, serial converters, equipment including servers, switches, routers, and network appliances
Tools:	Microsoft Office Suite (Word, Excel, PowerPoint, Outlook, Visio)

PROFESSIONAL EXPERIENCE

Systems Engineer

2010 – Present

Brocade Communications, Hattiesburg, MS

Hired to provide IP complete sales cycle engineering support for the state of Mississippi to cover all verticals and business sizes. Tasked to provide technical expertise for the entire wired and wireless IP product line to assist customers with proper selection of gear to align with their business priorities and networking needs. Required to prepare and execute presentations for variable length speaking engagements as well as one-on-one type opportunities to provide compelling reasons to consider Brocade IP solutions.

Key Achievements:

- Scoped, designed, and deployed multiple Ethernet Fabric solutions to assist customers to better utilize their virtualized servers.
- Assisted multiple institutions of higher learning in the design and deployment of modern networking gear to enable current or future expansion to 10Gb networking, BYOD sustainable wireless, and other advanced networking technologies.
- Provided sales support to reseller sales representatives in order to facilitate their own sales cycle and opportunities.
- Achieved Brocade's top IP certification (BCNP) within 5 months of being hired.

Application Sales / Support Engineer

2009 – 2010

N-TRON, Mobile, AL

Hired to provide pre-sales cycle support and technical expertise on complete line of industrial networking switches with particular emphasis on wireless and wired Ethernet product lines. Provided phone and on-site technical support and training for customers, distributors, representatives, and sales staff concerning generalized networking topics as well as N-TRON specific product lines.

Key Achievements:

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- Fulfilled the role of Sales Engineer and subject matter expert providing technical support for sales efforts of staff worldwide on the entire company product line..
- Functioned as Customer Support Escalation Engineer providing top-tier support to customers with complex or unique applications and problems.
- Served as Technical Trainer in providing variable length training and education sessions on Ethernet and wireless topics as well as manufacturer specific product lines. Authored and tailored training on topics from general ethernet to advanced topics such as IGMP and in-depth wireless deployments.
- Represented a role as Deployment Engineer as necessary in providing commissioning and deployment capabilities to customers onsite. Worked hand-in-hand with customers, design engineers, and other deployment contractors ensuring that proper design criteria and correct operational parameters were met.

Network Systems Engineer

2006 – 2009

TekLinks, Hattiesburg, MS

Provided wireless networking, firewalls, routers, switches, and radius appliances expertise to growing Cisco networking consulting company. Specified, installed, maintained, troubleshot and consulted for clients throughout the United States on the entire Cisco product line, with an emphasis on wireless gear (both autonomous and unified.)

Key Achievements:

- Involved in the planning, installation and documentation of two network redesigns as part of Cisco's 21st Century grant to overhaul all aspects of the school district's systems and networks in south Mississippi after hurricane Katrina.
- Installed and implemented Unified Wireless solutions for multiple colleges with emphasis on secure, authenticated, and separate wireless access for staff, students, and guests.
- Performed wired and wireless network assessments for customers to help draft and implement plans to position networks closer to best practice guidelines for deployment

Senior Network Analyst

1999 – 2006

Mississippi State University, Mississippi State, MS

Recruited to ensure stability, security and uptime of mission critical UNIX-based servers and network infrastructure, including over 400 network components and over 10,000 devices in ATM/Gigabyte Ethernet environment. Install, configure, administer, and support network equipment and services, providing comprehensive testing prior to production launch to ensure functionality.

Key Achievements:

- Served key role in configuration and implementation of Marconi ESX-3000s, as well as configuration of 400 Cisco Gigabit Ethernet switches.
- Implemented a managed wireless networking environment and campus-wide VPN solution.
- Spearheaded implementation of a centrally managed Cisco firewall deployment across over 100 local networks.
- Recognized by faculty, colleagues, and management with regular commendations, salary increases, and guest lecturing opportunities.

EDUCATION AND TRAINING

Bachelor of Science – Major in Computer Engineering, Minor in Mathematics
Mississippi State University, Mississippi State, MS

Related training: Java, C, C++, Pascal, Turbo Basic, FORTRAN, Motorola 68000, MIPS Processor
Attended training in Cisco autonomous, light-weight, and mesh wireless access point networks.