François Encrenaz

"If I had asked people what they wanted,

they would have said faster horses.— Henry Ford "

Born 31/10/1974 Married
3 Children
Francois@francois-encrenaz.info
+33 6 51 67 08 23

20 rte sous la ville
74330 Sillingy
France

Cloud Solution Architect - Cloud Consultant - Technical Leader - Sales Engineer - Technology Strategist

PROFILE

An analytical thinker with exceptional listening and communicating skills who effectively conveys information verbally and in writing. With a proven record of success in creating, designing solutions and leading teams to achieved best in class development and implementation of Cloud Solution.

Dynamic, communicative and intuitive, a relationship-builder with unsurpassed interpersonal skills able to establish and sustain relationships with internal teams, clients, partners, include cultural sensitivity and an ability to build rapport with a diverse workforce in multicultural settings to achieve outstanding result in complex, competitive environment.
Goal driven leader and a resourceful team player who maintains a productive climate and confidently motivates, mobilizes, and coaches employees to meet high performance standards.
A passionate in IT world follower of the new technology, with a strong ability to adapt to a new job needs and changed easily skills and orientation.

EDUCATION AND SKILLS

Soft Skills
- ✓ Sales skills (listening, verbal, written) , presentations, solution development, RFI RFP response.
- ✓ Manage all technical aspect for customers, pre-sales ,after sales and ongoing support plus product development.
- ✓ Manage partners and teams, develop, leads product promotion.
- ✓ Native French, professional English

Technical Skills
- ✓ Cloud computing (AWS, Openstack, IaaS, DbaaS, StaaS, PaaS, BaaS, SaaS), Virtualization technology.SDN, NFV,SDD.
- ✓ Architecture, Consulting, Team Leading.
- ✓ Web Application, Disaster Recovery, High availability, Solution Development.
- ✓ Design, implementation of Complex infrastructure
- ✓ Trained and experienced on several technology.
- ✓ Virtualized Solution and infrastructure (Microsoft/ VSphere/ Open Stack).
- ✓ Virtual Machine concept, Virtual Partition implementation, VSE
- ✓ Administration and troubleshooting.
- ✓ Clustering Solution/ Metro cluster knowledge, with SAP interaction.
- ✓ SAN, LAN.

Education
2017 AWS Certified Solutions Architect – Associate L31XPRS11EBEQEWH
2016 OpenStack MCA100 Associates Certification training
1995-1997: BTEC National Diploma (French BTS) industrial computer maintenance, CF Mulhouse.
1995: BTEC Higher National Diploma (French Bac Pro) electronic /electricity Cruseilles

Awards
- ✓ Received a Verizon Ovation award for the development of the Cloud business in Switzerland.
- ✓ Elected as HP EMEA Key Talent in 2010.

Verizon

2011 to 2016, Plan-Les-Ouates (Geneva), Cloud Senior Sales Engineer

- In collaboration with sales and business account management, engage, design, develop Cloud and IT solutions for Swiss and French market, for customers and partners
- Provide business,technical, and product knowledge in support of post sales activities in order to ensure customer satisfaction, manage demo, POC, escalation, presales, after sales, and ongoing support
- Local responsible for Swisscom partnership for Cloud portfolio, including common response of RFP, RFI.
- Manage several deals including integration and engagement of different teams, and partners, (professional Services, Network provider, Managed Services, Project management, Services Partners).
- Train Internal Sales Engineer and Verizon Business Solution Consultant for promoting and selling Cloud portfolio.
- Covering overall cloud portfolio (IaaS, DBaaS, StaaS, Managed Hosting, Managed Cloud, Colocation, Virtual Private Cloud, Cloud Disaster Recovery, OS, databases (Mysql, Oracle, Sql, Cassandra, etc...).
  Selected Achievements:
- Lead, design, develop, and manage the build of a Cloud infrastructure (IaaS) (200 VM) now runs thousands of security sites around the world, doing presales, after sales managing weekly review and product promotion.
- Sale the First Verizon Cloud (former Terremark) solution in Switzerland for customers (FIBL) then (Interroll) and (Imad Geneva)
  Sale the First Verizon Cloud Solution for France (ThecallR) and (Biomerieux).
- Manage and sale migration between cloud solution (Interroll) (FIBL) (TheCallR) (Nestle) on Enterprise Cloud.
- Leads partnership and establish relationship between Verizon and Swisscom, to address the market in an efficient manner to promote and develop both portfolios.
- Give several training to Business Solution consultant in France on Cloud offering.
- Interacting with all the team in Verizon (management, sales, operations, professional services, and partners) and received a "Verizon Ovation award" end of 2013.

Hewlett Packard Enterprise

2005 to 2011, Geneva, Technical Consultant / Team Leader / Presales (simultaneous position).

- Leading a team of 9 people to develop and propose the HP portfolio, in parallel continue to be a technical consultant, and presales, working closely with Swiss local HP management.
- Established customer relation, respond and understand to customer's needs.
- Propose and design new solution including new technology ex: (Could Computing HP cloud matrix, Blade infrastructure).
- Give onsite consultancy for specific development. Advising clients on product, positioning and new product development, for the Industry Standard Server (x86) and Business Critical Server world (IA64).
- Lead Teams and implement specific environment based on developed solution, following targeted goals, time and budget.
- Manage team development to follow IT need (training, advising).
- Presenting creative ideas and pitching for new accounts, create specific presentation, including analysis of TCO ROI.
- Participate to solution elaboration in the sales team including solution design and presentation with comparison and associate cost, work in agile way to figured out the customer need and expectation.
  Selected Achievements
- Build design in collaboration with HP engineering a world wide leading implementation of an HP-UX/SAP solution based on HP-UX virtualisation for a Major fragrance perfume customer based in Geneva (Firmenich);covering the following SAP instance (dev, qal, prod, reg).
- Implements and configure the first World wide Integrity Virtual machine cluster
- Lead and managed a 6 people's team to, install and configure ~120 HP-UX systems (VPAR & VM in SAP configuration) with Metro Cluster, based on 30 High-end HP servers.

- Delivered on time and adapt to all customer need during all phases of the project, that include modifications and new needs, follow weekly review and report management.
- Post-consultancy, modifications, migrations, optimisation of the project are ongoing activities.
- Referenced by HP, recognized by a HP awards.

2003 to 2005, Geneva, Mission Critical Engineer/ Solution architect:
- Develop, lead migrations and implementations of Tru64 Unix customer around the world. Deep analyse and understanding of the needs, high troubleshooting level, high knowledgeable skills in the Tru64 area.
  International Experience:
  Achieved with success around 10 critical missions around the world (Morocco, Guadeloupe, Bahamas, Mozambique, Ireland, England etc....
  Selected Achievements
- Morocco (Casablanca) developed and implements a complex migration HW and SW.
  This Telecom infrastructure was billing the overall communication for Meditelecom.
- During 3 months implement a local POC in Geneva, run a remote test and verification by all the customer party.
- UAG University Antilles and Guadeloupe, install et configure a HPTC server environment for development and specific research
  Mozambique (Mcell), analyze situation where systems was facing a high level of crash, give recommendation to modify the datacenter, maintenance and operation of the servers.

2001 to 2003, Geneva, System Manager, outsourcing for HP.
- Implement and configure a Cluster Farm of 1440 server for "Geneprot" and a LIMS infrastructure of 5 clusters on Tru64 and trucluster OS. Deliver daily administration of the infrastructure with specific needs.
- Manage 3 people teams. Implement change management and relation between HP engineering and the customer.
  Selected Achievements:
- Manage and follow 66 Escalations to HP engineering. Including patch management.
  June 1999 to December 2001

1999 to 2001, Geneva, Tru64 UNIX Specialist
- Implement and configure Tru64 and Trucluster server in a complex SAN environment.
- Migration, system assessment and performance analysis.
- Tru64 Unix support.

1997 to 1999, Annecy France, System Engineer
- Customized system implementation following requested needs of the customer;
- Tru64 and related software integration (san, lan, installation and configuration.Tru64 V4 Unix cluster installation and configuration especially for SAP & cross industry.

TRAININGS /CERTIFICATIONS

2016: AWS Certified Solutions Architect - Associate Level (ongoing)
2016: OpenStack MCA100 Associates certification training
2015: Open-stack, internal training
2015: VDMS (Edgecast CDN)
2014: Verizon Cloud compute and Verizon Cloud Storage
2013: DBR (Distant Data Backup and Restore solution) (ASIGRA)
2013. EMC and VCE portfolio general training (Vblock, Vlpex VNX, VMAX, ISILON)
2013: Virtual disaster Recovery of Terremark (ZERTO)
2012: Standard internal internet training (CDN, firewall, load balancing, GLB, web performance "keynote")
2012: Terremark internal security training (Imperva, Akamai, WAF, sql injection)
2011: Enterprise Cloud (Terremark) overall training (automation, orchestration)
2010: Value based Consulting (HP).
2009/2010: HP Key Talent program, EMEA 1 year development program.
2009: Vsphere 4 training, update on HP Matrix and cloud solution.
2009: Vmware infrastructure v3.5.
2009: Project Management fundamentals (HP).
2009: Sun Solaris 10 on x86.
2008: Technology Summit 2008, Xen /Vmware.
2008: Blade c3000 and c7000 course and Virtual Connect flex10, flex fabrix, HP Matrix.
2007-2008: Professional Development Program: 12 day of soft skills (6 x2 days) (becoming a trusted advisor/ Relation-based selling & Negotiation skills/ Collaborative Consulting skills / change and execution skills/ Fine Tuning our Personal skills/ Accountability and Graduation.
Course effectuated by "triplewin consulting".
2007: Itanium Blade enclosure Bl860c installation configuration, Lyon.
2007 HP Virtual Machine 3.0 update (HP-UX) Nice.
2006: HP Virtual Machine 2.0 update (HP-UX) Nice
2006: Sap extension for Service guard HP-UX Lyon.
2006: Metro Cluster (HP-UX) Lyon.
2006: HP-UX MC Service Guard (HP-UX) Paris.
2006: Hp integrity Virtual Machine v1.0, v1.2. Nice.
2005: HP Data protector level 1, Paris.
2005: Enterprise virtual array (EVA), Paris.
2005: Linux and San level 1, Lyon.
2005: VERITAS Vxfs/vxvm (internal HP-UX).
2004: Itanium middle Range system (rx2620, rx4640, rx7620, rx7640,rx8640).
2004: Itanium High-end (Superdome).
2004: EFI (boot itanium).
2003: HP-UX administration and configuration for experienced administrators, Paris.
2003: Linux Red hat/Suse administration (level 1).
2002:Oracle PL/SQL (Oracle Paris).
2002 Oracle base (internal course Paris).
2002: Alphaserver GS series.
2001: Accredited system engineer Tru64 certification.
1997 to 2001: Full Tru64 Curriculum:
        (Internal, tuning, performance, administration, network).
1997: Specialization (license) on network and Linux, Windows NT, CF Mulhouse.
1995-1997: BTEC National Diploma (French BTS) industrial computer maintenance, CF Mulhouse.
1995: BTEC Higher National Diploma (French Bac Pro) electronic /electricity Cruseilles

Hobbies:

- Sport: ULM pilot, ski, bicycle, fitness, Stock market, financial newspaper, member of different associations, etc…
- Traveler, (I love to discover world and other culture).