



# Jason Angelus

## Sr. Engineering Leader

Zürich, Switzerland • +41 79 570 94 37

[jason@jasonangelus.com](mailto:jason@jasonangelus.com) • [LinkedIn](#)

**As a results-driven professional with a strong passion for engineering leadership, I am committed to making significant contributions towards the advancement of an organization's mission, all the while building a high performing team. My expertise lies in managing all aspects of engineering operations and project development, with a keen focus on driving organizational success through advanced technological solutions.**

I'm an accomplished Engineering Leader with 20+ years of experience in solutions engineering, process improvements, productivity savings and leading high-performing, innovative development teams. I leverage my international exposure of 20+ years living abroad combined with deep sales experience, business acumen and technical expertise to grow a customer base and maximise end-user value. I'm an inspiring leader with a proven ability to direct the creation of cutting-edge technology solutions. Above all, my global experience ensures that I unlock the value of distributed teams and create a strong team culture to help inspire joy and passion at work to achieve world class outcomes.

## Areas of Expertise

- IT & Systems Engineering
- Project Governance & Control
- Sales Operations Optimization
- Business Monitoring & Analytics
- Sourcing and Recruiting
- Automation & DevOps
- Reporting KPIs & Metrics
- Staff Training & Mentoring
- Product Launch & Management
- Information Architecture & Design
- Cloud Computing
- Software Development
- Sales Life Cycle Management
- Vendor Relationship Building
- Team Leadership & Development

## Accomplishments

- Built platforms and services that influenced over \$5 Billion in sales per year for the past 5 years.
- Managed an operating budget of over \$750M over a 10 year period.
- Grew and scaled an engineering team from 15 people at startup to over 250 within 3 years.
- Created scalable, innovative solutions to traditional sales challenges that increased seller productivity and lowered overall operational costs by 95%.
- Accomplished in leading a highly distributed, culturally diverse team of 350 Engineers located across the globe

## Career Experience

Cisco Systems, Zurich, Switzerland

2007 – Present

**Sr. Director, Sales Platforms and Systems Engineering, (2017 – Present)**

**+Advisory Board Member, Precision Talent Solutions, (2020 – Present)**

Spearhead overall operational activities of Cisco's cutting-edge platforms and cloud services empowering and supporting worldwide sales teams. Administer development, installation, configuration, and administration of innovative systems. Consult with prospective clients to develop and implement tailored product solutions for complex business needs. Enhanced revenues by executing effective selling strategies based on valid, customer-specific value propositions. Offer Cisco's top-tier dCloud service, which allowing any Cisco or partner reseller to deploy and operate Cisco's full suite of products in a production environment on Cisco's elastic cloud infrastructure. Drive proof-of-concept labs, proof-of-value actions, and associated services to new heights by directing a team of best pre-sales engineers in business. Lead, train, and mentor engineering team on new systems, protocols, and best practices.

- Built a scalable, cloud-based platform that creates solutions that combine On-Prem, SaaS and Public Cloud.
- Created globally scalable, highly adaptable demo service solution for Cisco, cutting average cost per demo by 98.5% and facilitating generation of \$48B in sales funnel.
- Accomplished in saving company about \$50M annually by streamlining go-to-market process for both technical salespeople and clients, resulting in increasing sales productivity.

- Established and deployed an Agile, DevOps SW team to provide continuous innovation across the UI, API, Automation and physical DC stack in distributed global infrastructure with hybrid on-prem and cloud services.

### **Director, Systems Engineering, (2015 – 2017)**

Steered full spectrum of operations associated with systems engineering by building, securing and managing teams to deliver enterprise applications in cloud-native environments. Provided Cisco selling, partner sellers, and Cisco customers with a range of cloud-based lab, training, demonstration, and on-site proof-of-concept material by leading dCloud teams designing, developing, and operating globally scalable platform as a service (PaaS). Cooperated with software engineering organizations included UI, API and Automation core teams as well as engineering groups across all Cisco technology areas. Evaluated and improved programmes and services written in wide variety of languages and based on models while managing vulnerabilities on a large scale and ensuring compliance under rigorous SLAs.

- Enabled dCloud to deliver 7M lab, training and demo hours in Cisco's FY'16 by scaling concurrent capacity globally.
- Created the world's largest and most scalable sales enablement and demo platform that allows any seller to demo any Cisco product anywhere in the world.
- Successfully redesigned Cisco's technical go-to-market strategy, resulting in a more efficient and scalable platform; pioneered in the transition from a hardware-centric to a software-centric sales model.
- Increased user productivity by saving clients over 160 hours each year for each user by removing the need to construct, setup, and manage own lab/demo systems, resulting in equivalent of 500 Cisco full-time personnel saved per year.

### **Sr. Manager, Global Sales Operations**

**2007 – 2015**

Partnered closely with leadership to develop actionable, measurable global sales operations initiatives to drive company growth. Established an engineering team from ground up at Cisco. Implemented tools and processes for the sales organization that focus on improving efficiency, effectiveness, and productivity. Performed and executed completely transformational strategies for company products and services. Functioned on dCloud to provide highly scalable cloud-based selling service that combined real-world assets with digital ones. Identified opportunities for process automation and optimization, with a focus on scalability and driving significant growth. Ensured customers satisfaction by assisting or connecting customer with appropriate contacts within Cisco. Maintained up to date knowledge and advancements in technology and best practices

- Successfully managed infrastructure across 80 global sales office locations.
- Created [dcloud.cisco.com](https://dcloud.cisco.com) by leading, training, and mentoring a small, highly talented engineering team.
- Expanded dCloud service from UK prototype to global platform with data centres in the US, UK, Singapore, and China.
- Increased number of concurrent sessions available on dCloud from 25 in the UK to over 1800 worldwide, and from 100 to over 20K.

## **Additional Experience**

**Manager, Consulting Engineering/Senior Product Manager**, Unified Communications, Cisco Systems, Rome, Italy

**Senior Project Engineer**, Cisco Systems, Boston, U.S.A

**Sr. Manager and SW Engineer**, Selectron Inc. Portland OR, U.S.A.

## **Education**

**Bachelor of Arts in Marketing** | Michigan State University, Michigan, U.S.A

## **Technical Proficiencies**

Python, Java, C++, SQL, PostgreSQL, Tableau, PowerBI, Data Center and Cloud Architecture and Design, Virtualization, DevOps, Agile/Scrum, SAN, WAN, Data Center Switching, Cisco Call Manager, Cisco IP Phones, Cisco Mobility Solutions, IP Telephony, VOIP, Cisco Voice Gateways, Cisco IPCC Hosted, Cisco IPCC Enterprise, Cisco IPCC Express, Cisco Network Applications Manager, Cisco ICM, Cisco IP IVR, Cisco Voice Portal, Windows, Apple Mac OSX, Linux, TCP/IP, XML, LAN/WAN, SS7/INAP, VOIP