
Scott C. Schweitzer

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EXECUTIVE SUMMARY

Top performing technology executive with over thirty years experience, sixteen with IBM, helping companies utilize information technology to better connect them to their customers. Core competencies include:

- ◆ Solution based selling
 - ◆ Executive negotiations
 - ◆ Social media marketing
 - ◆ Product & project planning and management
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PROFESSIONAL EXPERIENCE

Xilinx, San Jose California August 2019 - July 2020

Marketing, Data Center Group August 2019 - Current

Wrote and edited numerous marketing briefs, and blog posts. Worked with several partner companies to flesh out acceleration solutions (24.2ns Tick-to-Trade & 490M Request/Sec KVS) with current Xilinx products. Explored crypto mining as an industry for Alveo products assembling a number of mining rigs using competitors products along with current and future Xilinx products. Conducting benchmarking on these rigs, and wrote numerous mining blog posts.

Solarflare Communications, Inc., Irvine California August 2013 - July 2019

Director, Technology Evangelist February 2017 - July 2019

Through social media, events, and in-person customer meetings positioned the company, its technology, and products in such a way that investors and customers were compelled to buy in.

- ◆ Numerous blog posts with thousands of monthly page views, tweets, articles, and speaking at industry events.

Director Product Management, Security Products March 2016 - July 2019

Defined the security, capture and telemetry product plan, and roadmap for a new line of software products.

- ◆ ServerLock™ product completed, press release written, ready for market November 2018.
- ◆ Product release paused due to pending Xilinx acquisition.

Sales Director - OEM & Federal Sales August 2013 - March 2016

Successfully managed the IBM and Lenovo relationships while bringing Stratus onboard. Brought Solarflare into well over a dozen new federal accounts/programs.

Myricom, Inc., Santa Anita California August 2005 - August 2013

Sales Director - Eastern US

Managed the IBM and HP relationships through a challenging transition from Myrinet2G to Myri-10G. Established a solid base of distribution customers by working directly with the distributor's field sales staff, and grew a VAR network from nothing. Managed the transition of our eastern region business from 100% HPC to nearly 98% 10GbE in five years.

- ◆ #1 in Sales the last several years with over 40% of the companies revenue in 2011 & 48% in 2012.
- ◆ Added substantial non-HPC market revenue by bringing on DoD, Intelligence, Financial & Video customers.

NEC Solutions America, Inc., San Jose, California August 2003 - August 2005

Product Manager - Itanium² Server Line

Handled all budget, pricing & profit/loss reporting for Itanium² server line. Structured all customer proposals, and was intimately involved in all deal closing activities. Executed key lead generation activities, and handled new products.

- ◆ Reintroduced SMP Itanium² server line to the US market and secured the largest win in the US.
- ◆ Introduced Itanium² blade server product to the US market, did all the product planning & pricing.

Old Republic Title Company, San Jose, California January 2002 - August 2003

Chief IT Architect & Product Manager

Substantially improved the Wester Region's e-business infrastructure supporting 130+ local branch offices, 12 title plants and three administration offices with over 1,800 users. Initiated development of several new customer programs. Directed major overhaul of company website and managed all software projects that electronically touched customers.

- ◆ Redesigned website, introduced six new e-products and increased electronic orders by 700% in 1H2003.
- ◆ Electronic ordering improvements saved three person years, shortened order turn-time by over one day.
- ◆ Managed design & purchase process for a \$600K Cisco WAN upgrade, negotiated additional 10% savings.

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Telleo, San Jose, California

June 2000 - March 2001

Chief Deployment Architect

Assumed matrix project management role working directly with CTO & VP of Engineering on infrastructure design and deployment. Created project plan, documentation, supervised installation, validation, security, middleware, assurance and load testing. Responsible for IBM relationship: in 2000 Telleo was IBM's largest DotCom Storage customer in the US.

- ◆ Built a production infrastructure capable of supporting 15 million visitors to 60 million web pages an hour.
- ◆ Delivered production infrastructure ahead of schedule & saved an additional \$500K in capital costs.

IBM Storage Systems Division/Server Sales, San Jose, California

April 1995 - June 2000

Sixteen year career highlighted by a series of increasingly responsible promotions within management, technical engineering and development. Career highlights include:

Senior e-Business Strategist - Server Sales Division (RS/6000 Server Sales)

September 1999 - June 2000

- ◆ Consulted with over 60 DotComs & senior executives to determine their IT needs.
- ◆ First time ever on sales quota, my team exceed \$14M for 1Q2000 and again exceeded quota in 2Q2000.

Chief e-Business Architect - Storage Systems Division

April 1995 - September 1999

- ◆ Matrix managed a team of nearly 30 developers.
- ◆ Conceived, designed & built "*The IBM Edge*" which processed \$2B in Purchase Orders in 1999.
- ◆ Designed & built Lotus Domino Security tool to identify several critical bugs in production servers.

IBM T.J. Watson Research Center, Yorktown Hgts., New York

May 1984 - March 1995

Architect & Programmer - GlobeNet, social network linking IBM, AOL, Prodigy, & CompuServe.	06/94 - 03/95
Manager - NetDoor/CORE Support - Managed a team of ten supporting research OS/2 platform.	02/93 - 05/94
Workstation Consultant - Created OS/2 install from CD and published the OS/2 Prof. Devl. Kit CD	11/91 - 02/93
Manager Agora Systems Administration - Managed a team of 20 providing Unix support.	11/90 - 11/91
Personal Computer Consultant - Executive consultant within Research Division, education.	01/87 - 11/90
PC Capital Equipment Coordinator - Ordered all PCs, established first internal store.	05/84 - 01/87

EDUCATION & CONTINUING PROFESSIONAL DEVELOPMENT

Masters in Computer Science - Polytechnic University, Brooklyn, New York	1992
Extensive IBM management leadership training and development, Armonk, New York	1990
Bachelors of Electrical Engineering Technology - Rochester Institute of Technology, Rochester, New York	1987

AWARDS & PATENT APPLICATIONS AUTHORED

NEC - Sales Challenge Award - Delivered large Itanium ² server order in the last week of the year.	2003
Old Republic Title - Three performance based bonus awards for WAN and e-Business project delivery.	2002
Telleo - Executive Stock Option Grant - For saving \$500K via design innovations & early system delivery.	2000
Telleo - Proposed & documented several patents, company didn't complete filings due to bankruptcy.	2000
IBM Outstanding Technical Achievement Award - Corporate cash & option award, development " <i>The IBM Edge</i> ".	1998
IBM Divisional Award - four awards: development of a mobility platform, hoteling applications, etc...	1995-98
IBM PC Company Divisional Award - Development of OS/2 Professional Developers Kit, First OS/2 from CD install.	1992
IBM Research Divisional Award - Unix System Deployment.	1986
IBM Research - Four patents submitted: two published.	1986

VOLUNTEER WORK & OTHER INTEREST

Boy Scouts of America - Assistant Scout Master, Web Master & Troop Committee	2007 - 2014
Tai Kwon Do - Black Belt	2008 - 2015
Blog: TechnologyEvangelist.co, Twitter: TecEvangelist, Several articles in Cyber Defense Magazine .	2008 - Current
FFX, Corp. - Ran his own company which has produced six iPhone apps & two enhanced books.	2009 - 2018