JA

JESUS ARTECHE
CLOUD COMPUTING TECHNICAL LEADER | WWW.JESUSARTECHE.COM

OBJECTIVE

I'm Seeking a leadership role in an ambitious Technology Company that is committed to building a premiere organisation, where my IT Architect & Engineer, Sales and Consultant experience can be capitalised to drive a winning team.

SKILLS

Lead teams to accomplish goals following the company strategy.
360° communication skills: technical, c-level, marketing, sales.
Leverage connections to work across organizations.
Excellent Client relationship, Sales, and Consultancy.

EXPERIENCE

WORLDWIDE PRINCIPAL CLIENT ENGINEERING ARCHITECT/ENGINEER • IBM • 07/2019- PRESENT

Leading the expansion of the hybrid cloud strategy, enabling and leading technical sales country teams spread worldwide, to be successful on their customer interactions by First Of A Kind demos and Proof of Concept.
Leading heterogeneous Customer and IBM teams (~30) to accomplish the creation of Minimum Viable Product in a short period of time, by following the IBM Garage method.
Lead IBM team (~20) to create content and assets that are re-used by technical sales teams in their customer interactions.
Use all customer interactions to create new opportunities for IBM to help customers to accomplish their goals.

MBA TEACHER: CLOUD BUSINESS • UNIVERSIDAD EUROPEA • 07/2019-12/2021

I deliver the cloud business class, as part of the IT module on the MBA.

STRATEGIC PROJECTS TECHNICAL LEADER • IBM • 09/2016- 07/2019

Leading heterogeneous teams (~20) on key strategic and large projects, First Of A Kind projects, creating innovative solutions using top edge technologies, that were re-used on other customer engagements. Some examples are:
-    Building an engine that automates the provisioning of a secure HPC cluster (encrypted at-rest and in-transit) in IBM Cloud for an important US-based bank.
-    Building a FOAK truly multi-tenant Kubernetes cluster to resell container services to a large telco's clients in EMEA, published in the international press.
Reporting internal and customer executives and working with them to establish the short- and long-term strategy.
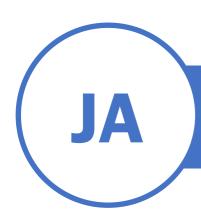Working closely with sales, offering management and executives to

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leverage these innovative projects as industry references, which helped to create other opportunities in the industry. I directly drove these projects that generated a revenue of 55$M.

WORLDWIDE CLOUD SOLUTION ARCHITECT • IBM • 10/2013- 09/2016

Acting as lead architect for strategic and large customer engagements for new IBM Cloud offerings or acquisition, working with platforms like SoftLayer, OpenStack, CleverSafe, or Bluemix.
Evangelizing the adoption of cloud technologies on large and traditional organizations.

TECHNICAL SALES ARCHITECT • IBM • 08/2011-10/2013

I drove the adoption of public cloud technologies in IBM at its first stage, educating IBMers and clients. I designed customer's architectures from small/medium size companies to large complex projects, where I leveraged my leading skills to collaborate across organizations. I exceeded 150% of the yearly target in the first half of my last year in this role.

TECHNOLOGY DIRECTOR & CO-FOUNDER • DENOE, SAAS SERVICES • 07/2010-08/2011
I co-founded this startup with focus on the emerging cloud technologies, building SaaS applications on AWS.

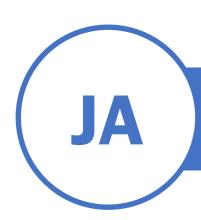### HEAD OF SYSTEMS DEPARTMENT • INNOVA CONSULTING • 10/2008-01/2011
I managed the sysadmin team (>8 people) for a group of startups.

EDUCATION

DISTINGUISHED ARCHITECT (L3 – PROFFESIONAL CERTIFICATION) • 2020 • THE OPEN GROUP & IBM
Top recognizion in the IT architect profession, recognizing a thought leader.

IBM MASTER SALES SCHOOL • 2013 • IBM
IBM master course oriented for sales accounts management.

IBM SALES SCHOOL • 2012 • IBM
IBM master course oriented for selling and consulting.

MASTER IN BUSINESS OF INFORMATION TECHNOLOGY • 2011 • UNIVERSITY OF CANTABRIA
Management of information technology business.

TELECOMMUNICATIONS ENGINEERING MAJOR IN TELEMATICS. • 2010 • UNIVERSITY OF CANTABRIA
Final Year project: "A configuration tool for a wireless sensor network on OpenWRT''.

TELECOMMUNICATIONS ENGINEERING MAJOR IN ELECTRONICS. • 2007 • UNIVERSITY OF CANTABRIA
Final project: "PDC integral server assembly and software installation, with open source tools".