

A large blue circle containing the white letters 'JA' in a bold, sans-serif font.

JESUS ARTECHE

CLOUD COMPUTING TECHNICAL LEADER

OBJECTIVE

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

SKILLS

Lead teams to accomplish goals following the company strategy.

Leverage connections to work across organizations.

Excellent Client relationship, Sales and Consultancy.

EXPERIENCE

WORLDWIDE CUSTOMER ENGINEERING TECHNICAL LEADER • IBM • 07/2019- PRESENT

Leading the expansion of the hybrid cloud strategy, enabling and leading technical sales to be successful on this their customer interactions by First Of A Kind demos and Proof of Concept.

Leading heterogeneous Customer and IBM teams to accomplish the creation of Minimum Viable Product in short period of time, by following the IBM Garage method.

Lead IBM team 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.

LARGE & COMPLEX PROJECTS TECHNICAL LEADER • IBM • 09/2016- 07/2019

Leading heterogeneous teams on key strategic and and large projects, First Of A Kind projects, creating innovative solutions using top edge technologies, that were re-used on other customer engagements.

Some of these projects were published on international press (ask for links).

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 leverage these innovative projects as industry references, that helped to create other opportunities on 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.



jesus.artech@gmail.com



@chechuironman



+34657601545



<https://www.linkedin.com/in/jesusartech>

A large blue circle containing the white letters 'JA'.

JESUS ARTECHE

CLOUD COMPUTING TECHNICAL LEADER | [LINK TO OTHER ONLINE PROPERTIES: PORTFOLIO/WEBSITE/BLOG](#)

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 on 150% the yearly target on the first half of my last year on 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 recognition 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.



JESUS.ARTECHE@GMAIL.
COM



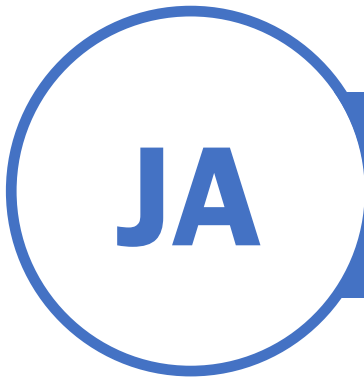
@CHECHUIRONMAN



+34657601545



[HTTPS://WWW.LINKEDIN.
COM/IN/JESUSARTECHE](https://www.linkedin.com/in/jesusartech)



JESUS ARTECHE

CLOUD COMPUTING TECHNICAL LEADER | LINK TO OTHER ONLINE
PROPERTIES: PORTFOLIO/WEBSITE/BLOG

**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".



JESUS.ARTECHE@GMAIL.
COM



@CHECHUIRONMAN



+34657601545



[HTTPS://WWW.LINKEDIN.
COM/IN/JESUSARTECHE](https://www.linkedin.com/in/jesusartech)