

JONATHAN R. HURTT

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CERTIFICATIONS

Microsoft Certified IT Professional (MCITP)
Enterprise Administrator

Microsoft Certified System Engineer (MCSE)
Windows Server 2003

Microsoft Certified Systems Administrator (MCSA)
Windows Server 2003

Microsoft Certified Professional (MCP)

Nortel Certified Technology Specialist (NCTS)
Data Networking Technology

Nortel Certified Design Specialist (NCDS)
Nortel Converged Campus ERS Solution

Microsoft Certified Technology Specialist (MCTS)

Windows Server 2008 Active Directory
Windows Server 2008 Network Infrastructure
Windows Server 2008 Applications Infrastructure

Microsoft Office Communications Server 2007
Microsoft Office Live Communications Server 2005
Microsoft Windows Vista

EXPERIENCE

Aerohive Networks - Carolinas
Charlotte, North Carolina
Systems Engineer (Feb 2012 - Present)

Avaya - Carolinas Enterprise Sales Branch
Formerly Nortel Networks from July 2005 – Dec 2009
Charlotte, North Carolina

Pre-Sales Systems Engineer (July 2005 – Feb 2012)

- Primary focus is Technical lead as part of Sales team specializing in Networking Solutions focusing in Enterprise and Government Customers in North and South Carolina.
- Member of Avaya Virtual Team focused on driving Networking Sales and providing technical support in the Southeast Region.
- Providing technical designs and responding to RFPs including analysis, configuration, and pricing that meet complex customer requirements and help solve business or technology needs and problems
- Preparing and delivering in-depth and technical presentations, demos/pilots and evaluations to increase sales revenue for Carolinas Branch.
- Provided expert level assistance to the branch sales personnel to develop incremental Unified Communications and/or Networking Solutions sales revenue.
- Troubleshoot technical issues and problems using analytical methods to identify root cause.
- Specializing in Avaya Enterprise Networking Solutions portfolio (Ethernet Switches, Ethernet Routing switches, Secure Routers, Alteon Portfolio (Layer 4-7 Switches), Security Devices and Wireless Infrastructure).
- Participated in OEM and integrator meetings related to solutions, systems architectures, design and overall deployment.
- Building and maintaining relationships with technical decision makers and Senior Management.
- Develop and deliver customer training to aide in deployment and integration of Avaya Solutions.

MCNC - Grid Computing and Network Services (GCNS)
Research Triangle Park, North Carolina

Network Engineer (March 2004 – June 2005)

- Member of the Network Operations Center for the North Carolina Research and Education Network (NCREN) which maintains all Campus connections to the University of North Carolina's 16 campuses as well as Wake Forest and Duke Universities, along with many other Educational Institutions.
- Daily Monitoring and Upgrading of network equipment of NCREN.
- Installation and configuration of Cisco Routers and Switches at Universities and Educational Institutions across North Carolina.
- Troubleshoot network connectivity issues with over 150 different University and Educational Institutions.

Highwoods Properties - Corporate Headquarters
Raleigh, North Carolina

Information Technology Intern (January 2004 – February 2004)

Allen & O'Hara Educational Services, Inc. - University Towers, Student Residence Hall
North Carolina State University, Raleigh, North Carolina

Resident Assistant (May 2002 – December 2003),
Student Activities Programming Director (May 2003 - December 2003)
Summer Conference Coordinator (May 2003 – August 2003)

EDUCATION

North Carolina State University, Raleigh, N.C. (2001-2005)
College of Engineering – B.S. in Computer Science

NOTES

References Available on Request.