



Peter Crocker

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Profile

Jack of all trades quick study with experience in networking, routing, security and UNIX. Over 12 years of progressive experience in the networking industry. I have a documented track record of success in management and technical hands-on roles.

Experience

SYSTEMS ENGINEER, [PACKET DESIGN](#), WASHINGTON, DC - JULY 2005 TO PRESENT

Responsible for pre/post sales technical support and account management for Packet Design products in the Eastern United States. Supported the implementation of network-wide management and monitoring solutions for customers providing network and traffic analytics to ISP and large financial / enterprise networks. Consistently achieve near or over 100% of quota for 2 years. Product technologies include: NetFlow, OSPF, IS-IS, EIGRP, BGP, MPLS, and UNIX.

TECHNICAL PRODUCT TRAINING, [JUNIPER NETWORKS](#), WASHINGTON, DC - JULY 2003 - JULY 2005

Lead Juniper M&T series router and NetScreen firewall training courses. Technologies taught include: OSPF, IS-IS, BGP, MPLS, firewall, IPsec and multicast. Obtained JNCIP-M, JNCIS-FWV and Juniper instructor certifications in 2004.

SE TEAM LEADER, [NETSCREEN](#), LONDON, UK - JANUARY 2001 - JANUARY 2003

One of a three person team responsible for launching the first European office resulting in consistent 35% quarter-on-quarter revenue growth over 2 years. Roles and responsibilities included: managing pre-sales SE team, training, post-sales technical support, R&D/marketing interface and outside sales. Responsible for NetScreen's top ten deals (\$1M+) in EMEA. Developed and maintained strong technical relationships with channel partners. Product technologies included: stateful inspection firewalls, IPsec, routers and load-balancing switches.

PREVIOUS TECHNICAL EXPERIENCE - NOVEMBER 1995 - DECEMBER 2000

Full details on request. Roles include tech support / IT manager for a silicon valley hardware security company and working at a national ISP as manager of team doing advanced product installations and routing. Also UNIX sysadmin and IT manager for a university campus department.

Volunteer Work

[PCR](#), WASHINGTON, DC - 2004 TO PRESENT

Since 2004 I have been helping PCR, a DC area community resource center for teens with developmental differences. Work has included PC and networking support, advice on technology purchasing decisions, and assisted in the implementation of an e-commerce database-driven web site.

Certifications

NetScreen JNCIS Firewall – August 2003

Juniper JNCIP M&T Series Router #183 – July 2004

Juniper Networks Authorized Instructor – 2003

