

Pete Crocker

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The Netherlands

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Dual US / UK Citizenship

Profile

Jack of all trades quick study with experience in networking, routing, security and UNIX. Over 13 years of progressive experience in the networking industry. I have a documented track record of success in management and technical hands-on roles.

Experience

Technical Director EMEA, Cariden, Amsterdam - June 2010 to Present

Responsible for sales, pre-sales and technical support of Cariden solutions in Europe, the Middle East, and Africa. Cariden provides design, planning and operational automation intelligence for managing complex networks.

Technical Director EMEA, Packet Design, Amsterdam - Jan 2008 to May 2010

Senior Systems Engineer, Packet Design - Washington, DC - July 2005 to Jan 2008

Responsible for pre/post sales technical support and account management for Packet Design solutions in Europe, the Middle East, and Africa (formerly Eastern United States). Supporting the implementation of network-wide management and monitoring solutions for customers providing network and traffic analytics to ISP and large financial / enterprise networks. Technologies include: NetFlow, OSPF, IS-IS, EIGRP, BGP, MPLS, RSVP-TE and UNIX / Linux.

Technical Trainer, Juniper Networks, Washington, DC - July 2003 to 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 - Jan 2001 to Jan 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.

Installations Manager, CERFnet / AT&T - November 1995 to December 2000

Managed group of 5 people responsible for the configuration and implementation of corporate Internet connections to AT&T's Internet backbone. Extensive experience with Cisco routers (1600 through 12000) and various VPN products. Configuration of BGP, OSPF, ATM, Frame-Relay, SMDS and other WAN and LAN technologies.

Previous Technical Experience - July 1997 to March 1999

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/Solaris sysadmin and IT manager for a university campus department.

Certifications

NetScreen JNCIS Firewall – August 2003

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

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Juniper Networks Authorized Instructor – 2003

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