

RAMIRO OLEA



Presales/Sales Engineer

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Websites: <https://rortech.work>

EDUCATION

Universidad Politécnica de Cataluña - Barcelona, Spain

Master of Science in

Telecommunications Engineering and
Management

September 2010 – July 2013

Missing credits

Instituto Politécnico Nacional - Mexico City, Mexico

Communications and Electronic
Engineering

September 2005 – December 2009

Graduated

CERTIFICATIONS

CKA: Certified Kubernetes Administrator

October 2024 - October 2026

KCNA: Kubernetes and Cloud Native Associate

February 2023 – February 2026

Google Cloud Certified: Associate Cloud Engineer

November 2022 – November 2025

AWS Certified Solutions Architect – Associate

December 2021 – December 2024

Microsoft Certified: Azure Administrator Associate

June 2021 – June 2025

Microsoft Certified: Azure Fundamentals

March 2021 - No expiry date

AWS Cloud Project Bootcamp By ExamPro

PROJECTS

Proxmox Cluster with HA nodes using
Ceph, running different Docker/VM
applications and a Kubernetes cluster
(<https://resume.rortech.uk/>)

SKILLS

- * Team Player
- * Learn new things/skills
- * Fluent in English

PROFESSIONAL EXPERIENCE

Solution Engineer at TeamViewer. [Mexico, CDMX] (March 2023 – Present)

- Build trusted relationships with internal resources, external partners, and client account teams to qualify deals, identify business value, and provide technical guidance in order to set proper expectations to ensure customer satisfaction.
- Work hands-on with prospects and customers to deliver standard, customized and/or strategic solution demonstrations from demo to proof of concept to design and implementation.
- Software support, API scripting IAM configuration for SSO, custom documentation and presentations for internal and external focus.
- Attend trade shows to showcase TeamViewer's solutions.

Solution Sales at Valid. [Mexico, CDMX] (June 2022 – December 2022)

- Propose strategies for the identification of businesses and opportunities, alternatives and establish a pricing scheme and business model, to generate margin on Software and Services/Digital Transformation/Payment Operations projects.
- Define technical and commercial proposals for Software and Services/Digital Transformation/Payment Operations, which are mounted on AWS or GCP, and formally deliver the detailed scope of the projects sold to customers.
- Negotiate, along with the Account Managers, commercial proposals that are presented to clients.

Senior Sales Solution Specialist at Nokia. [Mexico, CDMX] (July 2019 – June 2022)

- Same activities as sales solution specialist, plus being responsible, team lead and SPOC for Cloud/Cloud Native Products (VNFM, VIM, CaaS) within Mexico location for LATAM and NAM markets.
- Handling LATAM and NAM 4G/5G projects for Cloud NFV MANO (VNFM, VIM), CaaS (Container as a Service) and SDM (FrontEnd: HSS, HLR, UDM, AUSF, AAA and BackEnd: UDR) domains in their respective ambience: Cloud Native (CNFs), Cloud (VNFs: Openstack/VMware) or Baremetal (HPE HW).

Sales Solution Specialist at Nokia. [Mexico, CDMX] (July 2016 – July 2019)

- Same activities as sales solution engineer, plus handling complex projects for Network Management (EMS, NMS), NFV MANO (NFVO, VNFM, VIM) and SON (Self-Organizing Network) domains in their respective ambience: Baremetal (HPE and EMC HW) or Cloud (Openstack or VMware).
- Mentoring to the solution engineers and new team members across worldwide locations while supporting other team members and extend cooperation to Bid Core Team during bid lifecycle.

Sales Solution Engineer at Nokia. [Mexico, CDMX] (July 2014 – July 2016)

- Providing expertise and understanding of internal/external telecom business at sales support (back end) in e2e system & solution level, as well as proper solutions to the customer and demonstrate their value while understanding operator's needs and creating solutions based on Network Management (EMS, NMS), NFV MANO (NFVO, VNFM, VIM) & SON (Self-Organizing Network) domains in their respective ambience: Baremetal (HPE and EMC HW) or Cloud (Openstack or VMware).
- Analyze the technical requirements to define the required Solution in close collaboration with regional and other Technology counterparts as per the RFx requirements.

IT Consultant and Sales Consultant at Opentec. [México, CDMX.] (September 2013 – July 2014)

- Solve customer's IT issues by determining changes, recommended quality software, projected modifications of software, hardware and networking, by working closely with the customer to analyze IT system requirements, customer's information technology needs and their resources in order to plan IT projects and fulfill customer's expectations.
- Prospection and sales to the Private Sector and Government, tracking sales opportunities, realization of quotes and sales orders according to the customer requirements.
- Consultant for Microsoft Office 365 product, making the complete sales process and making the delivery, integration and installation process to the end customer.

Technological surveillance, enhancement of technologies and innovation management at UPCnet. [Barcelona, Spain] (November 2011 – March 2013)

- Watch new technologies in the market that may be suitable for better business performance (cloud computing, e-learning, e-knowledge, e-systems) and testing of several types of products within the new technologies that may be implemented for optimization in the company.
- Responsible for managing social networks for the e-learning product (Twitter, LinkedIn, Youtube) by using tools for managing social networks (Hootsuite, SocialBro, Tweakr, TAGSExplorer).