

AUSTIN JOHN WOLFF

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OBJECTIVE:

To contribute to the rapidly evolving space of blockchain technology. With great knowledge of DLT, a near decade of experience in Solution Architecture and security, as well as a passion for this dramatically revolutionary technology, I aim to devote my time, experience, and expertise towards impactful change.

WORK EXPERIENCE

Sr. Sales Engineer | Centrifly | Knoxville, TN (remote) | Dec 2017 – Present

- Through c-level presentation with enterprise stake holders, alongside collaborative efforts with their technical teams, I strive to best understand the customers challenges, ultimately defining a solution that is realistic (people, process) and beneficial to the business
- Once cultivated, I maintain key enterprise customer relationships, guiding their technical efforts and advising their Identity Management footprint from technical implementation to operational maturity

Strategic Sales Engineer | HP Enterprise | Chattanooga, TN (remote) | Dec 2015 – Dec 2017

- Assisted enterprise customers with product deployment planning, as it related to new ArcSight solutions (SIEM, Log Management, Event Broker, User and Entity Behavior Analytics, etc)
- Strategized product implementation, overcoming customer's org. and technical challenges
- Delivered product roadmap presentations to the c-level audiences of our established clients

Sales Engineer | Hewlett-Packard | Boston, MA | Austin, TX (remote) | Dec 2013 – Dec 2015

- Ensured that current and potential customer's technical needs were met, and interests explored, as they related to HP ArcSight, HP TippingPoint, and organizational IT security and strategy
- Provided technical presentations, feature demonstrations, and technical consult with customers to best align a security need and interest with a developed architectural solution

Project Manager | Apple Inc. (Contract) | Dubuque, IA (remote) | Dec 2012 – Dec 2013

- Managed large quantity Mac and/or iOS deployments within Apple's Digital Learning Environment Program, ensuring that project time, cost, quality, and communication are effectively managed to best position the project and customer for success

EDUCATION

Master of Business Administration, IT Management, 4.0
Capella University | Minneapolis, MN

B.A. Management of Information Systems
University of Northern Iowa | Cedar Falls, IA

PROFESSIONAL CERTIFICATIONS

Certified (Blockchain) Hyperledger Expert, Certified Blockchain Solutions Architect, Certified Information Systems Security Professional, Certified Ethical Hacker, Certified Network Defense Architect, Project Management Professional

MILITARY EXPERIENCE

Captain; Cyber Officer | United States Army Reserve | Cyber Command | Aug 2007 - Present
TS/SCI Security Clearance