

# Alex Valentine

asv@alexvalentine.org

<http://alexvalentine.org>

## Contact Information

140 W. Wayne Ave

Wayne, PA 19087

570.814.7569

---

## Employment History

### **BMC Software**, New York, NY

#### **Sr. Software Consultant**, 2/2010 to Current

- Presales software consultant focusing on the sale of automation technologies including: BMC Bladelogic Server Automation, BMC Cloud Lifecycle Management, BMC Middleware Automation, and BMC Release Lifecycle Management.
- Executed product demonstrations, process audits, validation events, customer health checks, and discovery sessions.
- Led several sales cycles from an engineering perspective, including several multi-million dollar deals with Fortune 500 companies in a variety of industries (Finance, Media, Pharmaceutical, and Technology).
- Led and managed product validation events for multiple BMC products in competitive situations displacing established vendors and technologies.
- Interacted with all facets of information technology including: operations, application developers, release managers, middleware teams, and senior leadership.
- Conducted business value assessments for a variety of BMC products.
- Trained in the art of selling using the business value framework.

### **SIG**, Bala Cynwyd, Pennsylvania

#### **Datacenter Automation Engineer**, 5/2008 to 2/2010

- Engineering lead focusing on the design and implementation of datacenter automation technologies, primarily focusing on HP Server Automation. (Opsware)
- Responsible for the design and deployment of HP Server Automation for a large multisite enterprise environment. (3000+ managed servers, 10+ sites)
- Responsible for the migration of in-house server builds and administration technologies to HP Server Automation.
- Performed HP Server automation upgrades and patches on a large multimaster mesh deployment.
- Responsible for the integration of HP Server automation with other configuration management technologies. (HP Operations Orchestration, HP Network Automation, HP Service Manager)

#### **Linux Engineer**, 4/2007 to 5/2008

- Administration of production SUSE Linux and Redhat Linux systems in a enterprise environment. (3000+ servers)
- Maintained and enhanced automated build technologies for Linux systems using open source tools.
- Conducted an in-house evaluation of enterprise configuration management tools, including test deployments of HP Server Automation (Opsware) and Novell Zenworks.
- Evaluated and deployed Vmware ESX and XEN virtualization technologies.
- Responsible for the support of servers used in a variety of roles, including market data, high performance computing, and web serving.
- Developed a load balanced Apache web serving infrastructure, which included a versioning and deployment tool.
- Developed a server inventory system based on SNMP data.

## **Afilias**

### **UNIX Systems Administrator, 2/2006 to 4/2007**

- Administration of production Redhat Enterprise Linux, Fedora Linux, and Debian Linux servers.
- Assisted in the setup, and deployment of a production enterprise data center in a mixed AIX and Linux environment.
- Responsible for multiple production services, including: Apache, Sendmail, BIND, and Postgres.
- Development and deployment of solutions for single sign on, network/system monitoring, and penetration testing.
- Administration of Cisco routers, Cisco PIX firewalls, and Cisco VPN appliances.

## **Pennsylvania State University, University Park, Pennsylvania**

### **Java Developer, 11/2003 to 2/2006**

- Java application design and development.
- Development of solutions for source control, issue tracking, and collaboration.
- Management of software developers and interns.
- Speaking and promotional duties, including several conference presentations.
- Administration of Linux servers.

### **Senior Research Tech, 8/2002 to 11/2003**

- Co-authored the LionShare project proposal, the basis for a \$1.2 million dollar research grant from the Andrew W. Mellon foundation.
- Client side Java application design and development.

### **Senior Application Programmer Para-Professional, 11/2001 to 8/2002**

- Researched P2P and other emerging technologies.

### **Lab Consultant, 9/2001 to 5/2002**

## **Electronic Catalog Design, Wilkes-Barre, Pennsylvania**

### **Web Developer, 10/1996 to 5/1998**

## **US Netway, Moosic, Pennsylvania**

### **Web Developer, 1/1997 to 6/1997**

## Skills

### **Automation**

BMC Bladelogic Server Automation, BMC Cloud Lifecycle management, BMC Middleware Automation (Phurnace), HP Server Automation (Opware), HP Operations Orchestration

### **Systems Administration**

SUSE, Redhat, Debian, Vmware, XEN, Solaris, OSX, Windows, Apache, Tomcat, Postgres, MySQL, Sendmail, Postfix, BIND, NFS, Cisco IOS, Cisco VPN

### **Languages and Scripting**

Java, Bash, Python, PHP, SQL, JavaScript, HTML

### **Software Packages and Tools**

VIM, CVS, Subversion, ANT, LOG4J, Eclipse, Photoshop, Illustrator, Aperture

## Education

### **Pennsylvania State University**

Major: Business Administration – Management Option (Credits Completed: 121)